

February 2022

Residential Closed Sales by Area

Area	Units Sold					
	February			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	22	16	38%	43	56	-23%
S20-22 Buchanan to Niles	27	34	-21%	67	70	-4%
S30-31 St.Joseph & Lakeshore	25	37	-32%	64	88	-27%
S40-42 Coloma & Watervliet	11	11	0%	26	33	-21%
S50-51 Berr.Sprgs.,Eau Claire	14	12	17%	22	21	5%
S60-66 Dowagiac & Marcellus	10	22	-55%	20	37	-46%
S70 Benton Harbor	13	14	-7%	32	40	-20%
S80-89 Edw. to Cassopolis	7	15	-53%	17	33	-48%
S90-99 South Haven,Bangor,Covert	32	33	-3%	67	76	-12%
S10-13 Hartford,Lawrence	7	4	75%	18	13	38%
I-Outside Primary Area	0	2	100%	2	4	100%
Total	168	200	-16%	378	471	-20%
Area	Days on Market					
	February			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	71	125	-43%	65	82	-21%
S20-22 Buchanan to Niles	15	44	-66%	18	36	-50%
S30-31 St.Joseph & Lakeshore	58	95	-39%	45	69	-35%
S40-42 Coloma & Watervliet	39	37	5%	29	36	-19%
S50-51 Berr.Sprgs.,Eau Claire	75	26	188%	65	46	41%
S60-66 Dowagiac & Marcellus	62	36	72%	64	48	33%
S70 Benton Harbor	56	47	19%	43	42	2%
S80-89 Edw. to Cassopolis	52	79	-34%	36	73	-51%
S90-99 South Haven,Bangor,Covert	62	87	-29%	51	104	-51%
S10-13 Hartford,Lawrence	30	12	150%	32	77	-58%
I-Outside Primary Area	0	44	100%	4	71	100%
Total	52	67	-22%	43	65	-34%

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Residential Closed Sales by Area

Area	Average Sales Price					
	February			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 424,690	\$ 592,275	-28%	\$ 501,023	\$ 623,678	-20%
S20-22 Buchanan to Niles	\$ 187,182	\$ 178,443	5%	\$ 173,901	\$ 158,292	10%
S30-31 St.Joseph & Lakeshore	\$ 366,792	\$ 370,161	-1%	\$ 317,767	\$ 335,805	-5%
S40-42 Coloma & Watervliet	\$ 268,770	\$ 249,500	8%	\$ 250,530	\$ 200,224	25%
S50-51 Berr.Sprgs.,Eau Claire	\$ 434,361	\$ 188,083	131%	\$ 383,275	\$ 195,446	96%
S60-66 Dowagiac & Marcellus	\$ 160,495	\$ 148,204	8%	\$ 180,387	\$ 160,706	12%
S70 Benton Harbor	\$ 222,604	\$ 134,537	65%	\$ 180,334	\$ 140,831	28%
S80-89 Edw. to Cassopolis	\$ 509,857	\$ 211,860	141%	\$ 377,064	\$ 257,902	46%
S90-99 South Haven,Bangor,Covert	\$ 382,925	\$ 289,747	32%	\$ 428,506	\$ 309,452	38%
S10-13 Hartford,Lawrence	\$ 215,814	\$ 205,000	5%	\$ 230,355	\$ 184,692	25%
I-Outside Primary Area	\$ -	\$ 117,000	100%	\$ 263,450	\$ 382,250	100%
Total	\$ 324,027	\$ 265,892	22%	\$ 311,243	\$ 284,092	10%
Area	Median Sales Price					
	February			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 327,450	\$ 405,500	-19%	\$ 337,900	\$ 398,700	-15%
S20-22 Buchanan to Niles	\$ 157,000	\$ 152,500	3%	\$ 150,000	\$ 134,500	12%
S30-31 St.Joseph & Lakeshore	\$ 308,000	\$ 299,000	3%	\$ 265,000	\$ 299,000	-11%
S40-42 Coloma & Watervliet	\$ 250,725	\$ 180,000	39%	\$ 220,000	\$ 180,000	22%
S50-51 Berr.Sprgs.,Eau Claire	\$ 218,943	\$ 150,000	46%	\$ 197,193	\$ 189,000	4%
S60-66 Dowagiac & Marcellus	\$ 135,000	\$ 119,950	13%	\$ 150,000	\$ 125,000	20%
S70 Benton Harbor	\$ 148,000	\$ 50,000	196%	\$ 144,625	\$ 116,000	25%
S80-89 Edw. to Cassopolis	\$ 460,000	\$ 180,000	156%	\$ 265,000	\$ 185,000	43%
S90-99 South Haven,Bangor,Covert	\$ 222,950	\$ 242,000	-8%	\$ 249,900	\$ 215,950	16%
S10-13 Hartford,Lawrence	\$ 174,000	\$ 210,000	-17%	\$ 173,000	\$ 161,500	7%
I-Outside Primary Area	\$ -	\$ 117,000	100%	\$ 263,450	\$ 342,000	100%
Total	\$ 224,450	\$ 191,000	18%	\$ 215,000	\$ 195,750	10%

Dollar Volume	February			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 9,343,200	\$ 9,476,400	-1%	\$ 21,544,000	\$ 34,926,000	-38%
S20-22 Buchanan to Niles	\$ 5,053,937	\$ 6,067,083	-17%	\$ 11,651,430	\$ 11,080,483	5%
S30-31 St.Joseph & Lakeshore	\$ 9,169,800	\$ 13,695,966	-33%	\$ 20,337,120	\$ 29,550,916	-31%
S40-42 Coloma & Watervliet	\$ 2,956,480	\$ 2,744,500	8%	\$ 6,513,780	\$ 6,607,400	-1%
S50-51 Berr.Sprgs.,Eau Claire	\$ 6,081,060	\$ 2,257,000	169%	\$ 8,432,060	\$ 4,104,375	105%
S60-66 Dowagiac & Marcellus	\$ 1,604,950	\$ 3,260,500	-51%	\$ 3,607,745	\$ 5,946,150	-39%
S70 Benton Harbor	\$ 2,893,852	\$ 1,883,525	54%	\$ 5,770,702	\$ 5,633,260	2%
S80-89 Edw. to Cassopolis	\$ 3,569,000	\$ 3,177,900	12%	\$ 6,410,100	\$ 8,510,787	-25%
S90-99 South Haven,Bangor,Cov.	\$ 12,253,600	\$ 9,561,679	28%	\$ 28,709,955	\$ 23,518,357	22%
S10-13 Hartford,Lawrence	\$ 1,510,700	\$ 820,000	84%	\$ 4,146,400	\$ 2,401,000	73%
I-Outside Primary Area	\$ -	\$ 234,000	100%	\$ 526,900	\$ 1,529,000	100%
Total	\$ 54,436,579	\$ 53,178,553	2%	\$ 117,650,192	\$ 133,807,728	-12%

	February	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 4,163,008	38	136	\$ 6,517,696	78	400
Commerical-Industrial/Bus.Opp.	\$ 3,253,000	9	476	\$ 5,428,400	17	288
Multiple Family	\$ 1,014,000	5	71	\$ 2,584,400	13	51
Grand Total Closed	\$ 8,430,008			\$ 14,530,496		
Residential Sales Closed for Mo	\$ 54,436,579					
Other Classes Closed for Month	\$ 8,430,008					
Total Closed Sales for Month	\$ 62,866,587					
Residential Sales Closed YTD	\$ 117,650,192					
Total Closed Sales YTD	\$ 132,180,688					
New Listings						
	February	YTD				
RES	219	375				
LAND	92	157				
MUL	9	13				
COMM	21	45				
TOTAL	341	590				
Total Active Listings						
	as of 2/28/2022	as of 2/29/21				
RES	480	629				
LAND	645	836				
MUL	19	18				
COMM	206	250				
TOTAL	1350	1733				

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										
S20-22 Buchanan to Niles	54	70										
S30-31 St.Joseph & Lakeshore	63	74										
S40-42 Coloma & Watervliet	29	34										
S50-51 Berr.Sprgs.,Eau Claire	25	19										
S60-66 Dowagiac & Marcellus	27	20										
S70 Benton Harbor	52	47										
S80-89 Edw. to Cassopolis	26	30										
S90-99 South Haven,Bangor,Cov.	72	64										
S10-13 Hartford,Lawrence	23	22										
I-Outside Primary Area	3	3										
Total	470	480	0	0	0	0	0	0	0	0	0	0
2021 Residential Sold Sales Condition												
2022												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	0	0%	3	2%								
Short Sale	0	0%	0	0%								
Sold at Auction	0	0%	0	0%								
Other	11	5%	5	3%								
Not Applicable	<u>199</u>	95%	<u>160</u>	95%								
	210		168		0		0		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	