

February 2023

Residential Closed Sales by Area

Area	Units Sold					
	February			YTD		
	2023	2022	% change	2023	2022	% change
S1-3 Bridgman to New Buff.	17	22	-23%	26	43	-40%
S20-22 Buchanan to Niles	35	27	30%	63	67	-6%
S30-31 St.Joseph & Lakeshore	34	25	36%	57	64	-11%
S40-42 Coloma & Watervliet	6	11	-45%	21	26	-19%
S50-51 Berr.Sprgs.,Eau Claire	6	14	-57%	9	22	-59%
S60-66 Dowagiac & Marcellus	12	10	20%	22	20	10%
S70 Benton Harbor	10	13	-23%	36	32	13%
S80-89 Edw. to Cassopolis	16	7	129%	29	17	71%
S90-99 South Haven,Bangor,Covert	21	32	-34%	36	67	-46%
S10-13 Hartford,Lawrence	1	7	-86%	8	18	-56%
I-Outside Primary Area	-	-	-	2	2	0%
Total	158	168	-6%	309	378	-18%
Days on Market						
Area	February			YTD		
	2023	2022	% change	2023	2022	% change
S1-3 Bridgman to New Buff.	47	71	-34%	56	65	-14%
S20-22 Buchanan to Niles	37	15	147%	31	18	72%
S30-31 St.Joseph & Lakeshore	40	58	-31%	40	45	-11%
S40-42 Coloma & Watervliet	53	39	36%	40	29	38%
S50-51 Berr.Sprgs.,Eau Claire	51	75	-32%	51	65	-22%
S60-66 Dowagiac & Marcellus	43	62	-31%	56	64	-13%
S70 Benton Harbor	50	56	-11%	50	43	16%
S80-89 Edw. to Cassopolis	24	52	-54%	32	36	-11%
S90-99 South Haven,Bangor,Covert	49	62	-21%	39	51	-24%
S10-13 Hartford,Lawrence	7	30	-77%	48	32	50%
I-Outside Primary Area	0	0	-	49	4	1125%
Total	41	52	-21%	41	43	-5%

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Residential Closed Sales by Area

Area	Average Sales Price					
	February			YTD		
	2023	2022	% change	2023	2022	% change
S1-3 Bridgman to New Buff.	\$ 391,188	\$ 424,690	-8%	\$ 623,796	\$ 501,023	25%
S20-22 Buchanan to Niles	\$ 205,197	\$ 187,182	10%	\$ 198,551	\$ 173,901	14%
S30-31 St.Joseph & Lakeshore	\$ 328,225	\$ 366,792	-11%	\$ 330,328	\$ 317,767	4%
S40-42 Coloma & Watervliet	\$ 189,666	\$ 268,770	-29%	\$ 172,704	\$ 250,530	-31%
S50-51 Berr.Sprgs.,Eau Claire	\$ 228,083	\$ 434,361	-47%	\$ 226,722	\$ 383,275	-41%
S60-66 Dowagiac & Marcellus	\$ 198,089	\$ 160,495	23%	\$ 181,008	\$ 180,387	0%
S70 Benton Harbor	\$ 144,580	\$ 222,604	-35%	\$ 154,267	\$ 180,334	-14%
S80-89 Edw. to Cassopolis	\$ 276,278	\$ 509,857	-46%	\$ 353,463	\$ 377,064	-6%
S90-99 South Haven,Bangor,Covert	\$ 302,140	\$ 382,925	-21%	\$ 338,236	\$ 428,506	-21%
S10-13 Hartford,Lawrence	\$ 165,200	\$ 215,814	-23%	\$ 216,225	\$ 230,355	-6%
I-Outside Primary Area	\$ -	\$ -	-	\$ 282,500	\$ 263,450	7%
Total	\$ 267,416	\$ 324,027	-17%	\$ 283,109	\$ 311,243	-9%
Area	Median Sales Price					
	February			YTD		
	2023	2022	% change	2023	2022	% change
S1-3 Bridgman to New Buff.	\$ 302,000	\$ 327,450	-8%	\$ 372,500	\$ 337,900	10%
S20-22 Buchanan to Niles	\$ 159,000	\$ 157,000	1%	\$ 160,500	\$ 150,000	7%
S30-31 St.Joseph & Lakeshore	\$ 284,000	\$ 308,000	-8%	\$ 290,000	\$ 265,000	9%
S40-42 Coloma & Watervliet	\$ 177,750	\$ 250,725	-29%	\$ 155,000	\$ 220,000	-30%
S50-51 Berr.Sprgs.,Eau Claire	\$ 242,000	\$ 218,943	11%	\$ 219,000	\$ 197,193	11%
S60-66 Dowagiac & Marcellus	\$ 172,500	\$ 135,000	28%	\$ 128,000	\$ 150,000	-15%
S70 Benton Harbor	\$ 163,950	\$ 148,000	11%	\$ 151,750	\$ 144,625	5%
S80-89 Edw. to Cassopolis	\$ 256,000	\$ 460,000	-44%	\$ 310,000	\$ 265,000	17%
S90-99 South Haven,Bangor,Covert	\$ 220,000	\$ 222,950	-1%	\$ 228,400	\$ 249,900	-9%
S10-13 Hartford,Lawrence	\$ 165,200	\$ 174,000	-5%	\$ 175,050	\$ 173,000	1%
I-Outside Primary Area	\$ -	\$ -	-	\$ 282,500	\$ 263,450	7%
Total	\$ 225,000	\$ 224,450	0%	\$ 215,000	\$ 215,000	0%

Dollar Volume	February			YTD		
	2023	2022	% change	2023	2022	% change
Area						
S1-3 Bridgman to New Buff.	\$ 6,650,200	\$ 9,343,200	-29%	\$ 16,218,700	\$ 21,544,000	-25%
S20-22 Buchanan to Niles	\$ 7,181,900	\$ 5,053,937	42%	\$ 12,508,727	\$ 11,651,430	7%
S30-31 St.Joseph & Lakeshore	\$ 11,159,650	\$ 9,169,800	22%	\$ 18,828,700	\$ 20,337,120	-7%
S40-42 Coloma & Watervliet	\$ 1,138,000	\$ 2,956,480	-62%	\$ 3,626,800	\$ 6,513,780	-44%
S50-51 Berr.Sprgs.,Eau Claire	\$ 1,368,500	\$ 6,081,060	-77%	\$ 2,040,500	\$ 8,432,060	-76%
S60-66 Dowagiac & Marcellus	\$ 2,377,079	\$ 1,604,950	48%	\$ 3,982,179	\$ 3,607,745	10%
S70 Benton Harbor	\$ 1,445,800	\$ 2,893,852	-50%	\$ 5,553,015	\$ 5,770,702	-4%
S80-89 Edw. to Cassopolis	\$ 4,420,450	\$ 3,569,000	24%	\$ 10,250,450	\$ 6,410,100	60%
S90-99 South Haven,Bangor,Cov.	\$ 6,344,950	\$ 12,253,600	-48%	\$ 12,176,515	\$ 28,709,955	-58%
S10-13 Hartford,Lawrence	\$ 165,200	\$ 1,510,700	-89%	\$ 1,729,800	\$ 4,146,400	-58%
I-Outside Primary Area	\$ -	\$ -	-	\$ 565,000	\$ 526,900	7%
Total	\$ 42,251,729	\$ 54,436,579	-22%	\$ 87,480,386	\$ 117,650,192	-26%

	February	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 2,575,850	34	630	\$ 5,674,750	60	428
Commerical-Industrial/Bus.Opp.	\$ 2,210,000	6	72	\$ 4,634,500	11	82
Multiple Family	\$ 485,000	2	38	\$ 970,000	5	29
Grand Total Closed	\$ 5,270,850			\$ 11,279,250		
Residential Sales Closed for Mo	\$ 42,251,729					
Other Classes Closed for Month	\$ 5,270,850					
Total Closed Sales for Month	\$ 47,522,579					
Residential Sales Closed YTD	\$ 87,480,386					
Total Closed Sales YTD	\$ 98,759,636					
New Listings						
	February	YTD				
RES	213	446				
LAND	103	187				
MUL	5	9				
COMM	27	53				
TOTAL	348	695				
Total Active Listings						
	as of 2/28/23	as of 2/29/22				
RES	613	480				
LAND	684	645				
MUL	13	19				
COMM	199	206				
TOTAL	1509	1350				

Total Active Residential Listings by Area												
2023												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
S1-3 Bridgman to New Buff.	106	109										
S20-22 Buchanan to Niles	107	93										
S30-31 St.Joseph & Lakeshore	86	73										
S40-42 Coloma & Watervliet	49	57										
S50-51 Berr.Sprgs.,Eau Claire	30	29										
S60-66 Dowagiac & Marcellus	43	36										
S70 Benton Harbor	51	56										
S80-89 Edw. to Cassopolis	46	42										
S90-99 South Haven,Bangor,Cov.	91	83										
S10-13 Hartford,Lawrence	24	25										
I-Outside Primary Area	6	10										
Total	639	613	0	0	0	0	0	0	0	0	0	0
2023 Residential Sold Sales Condition												
2023												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	3	2%	4	2%								
Short Sale	0	0%	0	0%								
Sold at Auction	0	0%	0	0%								
Other	7	5%	14	9%								
Not Applicable	<u>141</u>	93%	<u>140</u>	89%								
	151		158		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	