

## February 2024

### Residential Closed Sales by Area

Area	Units Sold					
	February			YTD		
	2024	2023	% change	2024	2023	% change
S1-3 Bridgman to New Buff.	14	17	-18%	28	26	8%
S20-22 Buchanan to Niles	40	35	14%	77	63	22%
S30-31 St.Joseph & Lakeshore	22	34	-35%	51	57	-11%
S40-42 Coloma & Watervliet	10	6	67%	25	21	19%
S50-51 Berr.Sprgs.,Eau Claire	4	6	-33%	8	9	-11%
S60-66 Dowagiac & Marcellus	9	12	-25%	25	22	14%
S70 Benton Harbor	13	10	30%	23	36	-36%
S80-89 Edw. to Cassopolis	5	16	-69%	11	29	-62%
S90-99 South Haven,Bangor,Covert	24	21	14%	42	36	17%
S10-13 Hartford,Lawrence	6	1	500%	16	8	100%
I-Outside Primary Area	1	-	100%	2	2	0%
<b>Total</b>	<b>148</b>	<b>158</b>	<b>-6%</b>	<b>308</b>	<b>309</b>	<b>0%</b>
Area	Days on Market					
	February			YTD		
	2024	2023	% change	2024	2023	% change
S1-3 Bridgman to New Buff.	51	47	9%	45	56	-20%
S20-22 Buchanan to Niles	43	37	16%	37	31	19%
S30-31 St.Joseph & Lakeshore	55	40	38%	46	40	15%
S40-42 Coloma & Watervliet	40	53	-25%	57	40	43%
S50-51 Berr.Sprgs.,Eau Claire	30	51	-41%	63	51	24%
S60-66 Dowagiac & Marcellus	68	43	58%	45	56	-20%
S70 Benton Harbor	40	50	-20%	29	50	-42%
S80-89 Edw. to Cassopolis	35	24	46%	31	32	-3%
S90-99 South Haven,Bangor,Covert	72	49	47%	61	39	56%
S10-13 Hartford,Lawrence	56	7	700%	35	48	-27%
I-Outside Primary Area	74	0	100%	44	49	-10%
<b>Total</b>	<b>52</b>	<b>41</b>	<b>27%</b>	<b>44</b>	<b>41</b>	<b>7%</b>

## February 2024

### Residential Closed Sales by Area

Area	Average Sales Price					
	February			YTD		
	2024	2023	% change	2024	2023	% change
S1-3 Bridgman to New Buff.	\$ 1,002,142	\$ 391,188	156%	\$ 770,469	\$ 623,796	24%
S20-22 Buchanan to Niles	\$ 201,294	\$ 205,197	-2%	\$ 197,442	\$ 198,551	-1%
S30-31 St.Joseph & Lakeshore	\$ 398,774	\$ 328,225	21%	\$ 400,461	\$ 330,328	21%
S40-42 Coloma & Watervliet	\$ 188,490	\$ 189,666	-1%	\$ 213,561	\$ 172,704	24%
S50-51 Berr.Sprgs.,Eau Claire	\$ 378,500	\$ 228,083	66%	\$ 572,975	\$ 226,722	153%
S60-66 Dowagiac & Marcellus	\$ 202,444	\$ 198,089	2%	\$ 248,923	\$ 181,008	38%
S70 Benton Harbor	\$ 182,192	\$ 144,580	26%	\$ 218,800	\$ 154,267	42%
S80-89 Edw. to Cassopolis	\$ 528,580	\$ 276,278	91%	\$ 380,881	\$ 353,463	8%
S90-99 South Haven,Bangor,Covert	\$ 315,011	\$ 302,140	4%	\$ 317,251	\$ 338,236	-6%
S10-13 Hartford,Lawrence	\$ 235,750	\$ 165,200	43%	\$ 260,487	\$ 216,225	20%
I-Outside Primary Area	\$ 280,000	-	100%	\$ 418,750	\$ 282,500	48%
<b>Total</b>	<b>\$ 340,148</b>	<b>\$ 267,416</b>	<b>27%</b>	<b>\$ 327,911</b>	<b>\$ 283,109</b>	<b>16%</b>
Area	Median Sales Price					
	February			YTD		
	2024	2023	% change	2024	2023	% change
S1-3 Bridgman to New Buff.	\$ 443,500	\$ 302,000	47%	\$ 414,075	\$ 372,500	11%
S20-22 Buchanan to Niles	\$ 167,500	\$ 159,000	5%	\$ 171,600	\$ 160,500	7%
S30-31 St.Joseph & Lakeshore	\$ 362,500	\$ 284,000	28%	\$ 355,000	\$ 290,000	22%
S40-42 Coloma & Watervliet	\$ 172,500	\$ 177,750	-3%	\$ 205,000	\$ 155,000	32%
S50-51 Berr.Sprgs.,Eau Claire	\$ 342,000	\$ 242,000	41%	\$ 302,500	\$ 219,000	38%
S60-66 Dowagiac & Marcellus	\$ 189,000	\$ 172,500	10%	\$ 189,000	\$ 128,000	48%
S70 Benton Harbor	\$ 185,000	\$ 163,950	13%	\$ 199,000	\$ 151,750	31%
S80-89 Edw. to Cassopolis	\$ 224,000	\$ 256,000	-13%	\$ 227,000	\$ 310,000	-27%
S90-99 South Haven,Bangor,Covert	\$ 282,450	\$ 220,000	28%	\$ 293,950	\$ 228,400	29%
S10-13 Hartford,Lawrence	\$ 154,250	\$ 165,200	-7%	\$ 160,000	\$ 175,050	-9%
I-Outside Primary Area	\$ 280,000	-	100%	\$ 418,750	\$ 282,500	48%
<b>Total</b>	<b>\$ 236,000</b>	<b>\$ 225,000</b>	<b>5%</b>	<b>\$ 244,500</b>	<b>\$ 215,000</b>	<b>14%</b>

Dollar Volume	February			YTD		
	2024	2023	% change	2024	2023	% change
<b>Area</b>						
S1-3 Bridgman to New Buff.	\$ 14,030,001	\$ 6,650,200	111%	\$ 21,573,151	\$ 16,218,700	33%
S20-22 Buchanan to Niles	\$ 8,051,790	\$ 7,181,900	12%	\$ 15,203,100	\$ 12,508,727	22%
S30-31 St.Joseph & Lakeshore	\$ 8,773,045	\$ 11,159,650	-21%	\$ 20,423,530	\$ 18,828,700	8%
S40-42 Coloma & Watervliet	\$ 1,884,900	\$ 1,138,000	66%	\$ 5,339,025	\$ 3,626,800	47%
S50-51 Berr.Sprgs.,Eau Claire	\$ 1,514,000	\$ 1,368,500	11%	\$ 4,583,800	\$ 2,040,500	125%
S60-66 Dowagiac & Marcellus	\$ 1,822,000	\$ 2,377,079	-23%	\$ 6,223,075	\$ 3,982,179	56%
S70 Benton Harbor	\$ 2,368,500	\$ 1,445,800	64%	\$ 5,032,400	\$ 5,553,015	-9%
S80-89 Edw. to Cassopolis	\$ 2,642,900	\$ 4,420,450	-40%	\$ 4,288,700	\$ 10,250,450	-58%
S90-99 South Haven,Bangor,Cov.	\$ 7,560,275	\$ 6,344,950	19%	\$ 13,324,575	\$ 12,176,515	9%
S10-13 Hartford,Lawrence	\$ 1,414,500	\$ 165,200	756%	\$ 4,167,800	\$ 1,729,800	141%
I-Outside Primary Area	\$ 280,000	\$ -	100%	\$ 837,500	\$ 565,000	48%
<b>Total</b>	<b>\$ 50,341,911</b>	<b>\$ 42,251,729</b>	<b>19%</b>	<b>\$ 100,996,656</b>	<b>\$ 87,480,386</b>	<b>15%</b>
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	<b>February</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>
Vacant Land	\$ 2,337,600	23	245	\$ 12,804,900	54	181
Commerical-Industrial/Bus.Opp.	\$ 2,639,757	6	184	\$ 5,967,257	16	283
Multiple Family	\$ 212,500	2	42	\$ 1,767,400	8	64
<b>Grand Total Closed</b>	<b>\$ 5,189,857</b>			<b>\$ 20,539,557</b>		
Residential Sales Closed for Mo	\$ 50,341,911					
Other Classes Closed for Month	\$ 5,189,857					
<b>Total Closed Sales for Month</b>	<b>\$ 55,531,768</b>					
Residential Sales Closed YTD	\$ 100,996,656					
<b>Total Closed Sales YTD</b>	<b>\$ 121,536,213</b>					
<b>New Listings</b>						
	<b>February</b>	<b>YTD</b>				
RES	252	428				
LAND	77	141				
MUL	8	11				
COMM	34	54				
<b>TOTAL</b>	<b>371</b>	<b>634</b>				
<b>Total Active Listings</b>						
	<b>as of 2/29/24</b>	<b>as of 2/28/23</b>				
RES	590	613				
LAND	616	684				
MUL	20	13				
COMM	199	199				
<b>TOTAL</b>	<b>1425</b>	<b>1509</b>				

Total Active Residential Listings by Area												
2024												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Bridgman to New Buffalo	91	102										
Buchanan to Niles	113	98										
St. Joseph & Lakeshore	75	82										
Coloma & Watervliet	42	52										
Berrien Springs & Eau Claire	14	14										
Dowagiac & Marcellus	36	39										
Benton Harbor	57	45										
Edwardsburg & Cassopolis	42	41										
South Haven, Bangor, Covert	78	87										
Hartford & Lawrence	19	27										
Outside Primary Area	2	3										
<b>Total</b>	<b>569</b>	<b>590</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
2023 Residential Sold Sales Condition												
2024												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	9	6%	9	6%								
Short Sale	0	0%	0	0%								
Sold at Auction	0	0%	0	0%								
Other	3	2%	4	3%								
Not Applicable	<u>148</u>	92%	<u>135</u>	91%								
	<b>160</b>		<b>148</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	