

January 2022

Residential Closed Sales by Area

Units Sold						
	January			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	21	40	-48%	21	40	-48%
S20-22 Buchanan to Niles	40	36	11%	40	36	11%
S30-31 St.Joseph & Lakeshore	39	51	-24%	39	51	-24%
S40-42 Coloma & Watervliet	15	22	-32%	15	22	-32%
S50-51 Berr.Sprgs.,Eau Claire	8	9	-11%	8	9	-11%
S60-66 Dowagiac & Marcellus	10	15	-33%	10	15	-33%
S70 Benton Harbor	19	26	-27%	19	26	-27%
S80-89 Edw. to Cassopolis	10	18	-44%	10	18	-44%
S90-99 South Haven,Bangor,Covert	35	43	-19%	35	43	-19%
S10-13 Hartford,Lawrence	11	9	22%	11	9	22%
I-Outside Primary Area	2	2	100%	2	2	100%
Total	210	271	-23%	210	271	-23%
Days on Market						
	January			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	59	65	-9%	59	65	-9%
S20-22 Buchanan to Niles	20	29	-31%	20	29	-31%
S30-31 St.Joseph & Lakeshore	37	51	-27%	37	51	-27%
S40-42 Coloma & Watervliet	21	36	-42%	21	36	-42%
S50-51 Berr.Sprgs.,Eau Claire	49	73	-33%	49	73	-33%
S60-66 Dowagiac & Marcellus	66	65	2%	66	65	2%
S70 Benton Harbor	33	40	-18%	33	40	-18%
S80-89 Edw. to Cassopolis	26	67	-61%	26	67	-61%
S90-99 South Haven,Bangor,Covert	41	118	-65%	41	118	-65%
S10-13 Hartford,Lawrence	34	106	-68%	34	106	-68%
I-Outside Primary Area	4	99	100%	4	99	100%
Total	36	63	-43%	36	63	-43%

January 2022

Residential Closed Sales by Area

Area	Average Sales Price					
	January			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buffalo	\$ 580,990	\$ 636,240	-9%	\$ 580,990	\$ 636,240	-9%
S20-22 Buchanan to Niles	\$ 164,937	\$ 139,261	18%	\$ 164,937	\$ 139,261	18%
S30-31 St.Joseph & Lakeshore	\$ 286,341	\$ 310,881	-8%	\$ 286,341	\$ 310,881	-8%
S40-42 Coloma & Watervliet	\$ 237,153	\$ 175,586	35%	\$ 237,153	\$ 175,586	35%
S50-51 Berr.Sprgs.,Eau Claire	\$ 293,875	\$ 205,263	43%	\$ 293,875	\$ 205,263	43%
S60-66 Dowagiac & Marcellus	\$ 200,279	\$ 179,043	12%	\$ 200,279	\$ 179,043	12%
S70 Benton Harbor	\$ 151,413	\$ 144,220	5%	\$ 151,413	\$ 144,220	5%
S80-89 Edw. to Cassopolis	\$ 284,110	\$ 296,271	-4%	\$ 284,110	\$ 296,271	-4%
S90-99 South Haven,Bangor,Covert	\$ 470,181	\$ 324,527	45%	\$ 470,181	\$ 324,527	45%
S10-13 Hartford,Lawrence	\$ 239,609	\$ 175,666	36%	\$ 239,609	\$ 175,666	36%
I-Outside Primary Area	\$ 263,450	\$ 647,500	100%	\$ 263,450	\$ 647,500	100%
Total	\$ 301,017	\$ 297,517	1%	\$ 301,017	\$ 297,517	1%
Area	Median Sales Price					
	January			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 337,900	\$ 392,450	-14%	\$ 337,900	\$ 392,450	-14%
S20-22 Buchanan to Niles	\$ 147,500	\$ 128,750	15%	\$ 147,500	\$ 128,750	15%
S30-31 St.Joseph & Lakeshore	\$ 255,000	\$ 299,000	-15%	\$ 255,000	\$ 299,000	-15%
S40-42 Coloma & Watervliet	\$ 215,000	\$ 182,250	18%	\$ 215,000	\$ 182,250	18%
S50-51 Berr.Sprgs.,Eau Claire	\$ 190,000	\$ 197,500	-4%	\$ 190,000	\$ 197,500	-4%
S60-66 Dowagiac & Marcellus	\$ 158,450	\$ 135,000	17%	\$ 158,450	\$ 135,000	17%
S70 Benton Harbor	\$ 125,000	\$ 134,000	-7%	\$ 125,000	\$ 134,000	-7%
S80-89 Edw. to Cassopolis	\$ 225,500	\$ 205,000	10%	\$ 225,500	\$ 205,000	10%
S90-99 South Haven,Bangor,Covert	\$ 269,900	\$ 195,000	38%	\$ 269,900	\$ 195,000	38%
S10-13 Hartford,Lawrence	\$ 172,000	\$ 161,500	7%	\$ 172,000	\$ 161,500	7%
I-Outside Primary Area	\$ 263,450	\$ 647,500	100%	\$ 263,450	\$ 647,500	100%
Total	\$ 210,000	\$ 198,000	6%	\$ 210,000	\$ 198,000	6%

Dollar Volume		January			YTD		
Area	2022	2021	% change	2022	2021	% change	
S1-3 Bridgman to New Buff.	\$ 12,200,800	\$ 25,449,600	-52%	\$ 12,200,800	\$ 25,449,600	-52%	
S20-22 Buchanan to Niles	\$ 6,597,493	\$ 5,013,400	32%	\$ 6,597,493	\$ 5,013,400	32%	
S30-31 St.Joseph & Lakeshore	\$ 11,167,320	\$ 15,854,950	-30%	\$ 11,167,320	\$ 15,854,950	-30%	
S40-42 Coloma & Watervliet	\$ 3,557,300	\$ 3,862,900	-8%	\$ 3,557,300	\$ 3,862,900	-8%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 2,351,000	\$ 1,847,375	27%	\$ 2,351,000	\$ 1,847,375	27%	
S60-66 Dowagiac & Marcellus	\$ 2,002,795	\$ 2,685,650	-25%	\$ 2,002,795	\$ 2,685,650	-25%	
S70 Benton Harbor	\$ 2,876,850	\$ 3,749,735	-23%	\$ 2,876,850	\$ 3,749,735	-23%	
S80-89 Edw. to Cassopolis	\$ 2,841,100	\$ 5,332,887	-47%	\$ 2,841,100	\$ 5,332,887	-47%	
S90-99 South Haven,Bangor,Cov.	\$ 16,456,355	\$ 13,954,678	18%	\$ 16,456,355	\$ 13,954,678	18%	
S10-13 Hartford,Lawrence	\$ 2,635,700	\$ 1,581,000	67%	\$ 2,635,700	\$ 1,581,000	67%	
I-Outside Primary Area	\$ 526,900	\$ 1,295,000	100%	\$ 526,900	\$ 1,295,000	100%	
Total	\$ 63,213,613	\$ 80,627,175	-22%	\$ 63,213,613	\$ 80,627,175	-22%	
	January	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 2,354,688	40	650	\$ 2,354,688	40	650	
Commerical-Industrial/Bus.Opp.	\$ 2,175,400	8	77	\$ 2,175,400	8	77	
Multiple Family	\$ 1,570,400	8	39	\$ 1,570,400	8	39	
Grand Total Closed	\$ 6,100,488			6,100,488			
Residential Sales Closed for Mo.	\$ 63,213,613						
Other Classes Closed for Month	\$ 6,100,488						
Total Closed Sales for Month	\$ 69,314,101						
Residential Sales Closed YTD	\$ 63,213,613						
Total Closed Sales YTD	\$ 69,314,101						
	New Listings						
	January	YTD					
RES	156	156					
LAND	65	65					
MUL	4	4					
COMM	24	24					
TOTAL	249	249					
	Total Active Listings						
	as of 1/31/22	as of 1/31/21					
RES	470	665					
LAND	639	850					
MUL	15	20					
COMM	213	242					
TOTAL	1337	1777					

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											
S20-22 Buchanan to Niles	54											
S30-31 St.Joseph & Lakeshore	63											
S40-42 Coloma & Watervliet	29											
S50-51 Berr.Sprgs.,Eau Claire	25											
S60-66 Dowagiac & Marcellus	27											
S70 Benton Harbor	52											
S80-89 Edw. to Cassopolis	26											
S90-99 South Haven,Bangor,Cov.	72											
S10-13 Hartford,Lawrence	23											
I-Outside Primary Area	3											
Total	470	0	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%										
Short Sale	0	0%										
Sold at Auction	0	0%										
Other	11	5%										
Not Applicable	<u>199</u>	95%										
	210		0		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	