

January 2023

Residential Closed Sales by Area

Units Sold						
	January			YTD		
	2023	2022	% change	2023	2022	% change
Area						
S1-3 Bridgman to New Buff.	9	21	-57%	9	21	-57%
S20-22 Buchanan to Niles	28	40	-30%	28	40	-30%
S30-31 St.Joseph & Lakeshore	23	39	-41%	23	39	-41%
S40-42 Coloma & Watervliet	15	15	0%	15	15	0%
S50-51 Berr.Sprgs.,Eau Claire	3	8	-63%	3	8	-63%
S60-66 Dowagiac & Marcellus	10	10	0%	10	10	0%
S70 Benton Harbor	26	19	37%	26	19	37%
S80-89 Edw. to Cassopolis	13	10	30%	13	10	30%
S90-99 South Haven,Bangor,Covert	15	35	-57%	15	35	-57%
S10-13 Hartford,Lawrence	7	11	-36%	7	11	-36%
I-Outside Primary Area	2	2	0%	2	2	0%
Total	151	210	-28%	151	210	-28%
Days on Market						
	January			YTD		
	2023	2022	% change	2023	2022	% change
Area						
S1-3 Bridgman to New Buff.	74	59	25%	74	59	25%
S20-22 Buchanan to Niles	23	20	15%	23	20	15%
S30-31 St.Joseph & Lakeshore	39	37	5%	39	37	5%
S40-42 Coloma & Watervliet	35	21	67%	35	21	67%
S50-51 Berr.Sprgs.,Eau Claire	51	49	4%	51	49	4%
S60-66 Dowagiac & Marcellus	72	66	9%	72	66	9%
S70 Benton Harbor	50	33	52%	50	33	52%
S80-89 Edw. to Cassopolis	42	26	62%	42	26	62%
S90-99 South Haven,Bangor,Covert	25	41	-39%	25	41	-39%
S10-13 Hartford,Lawrence	54	34	59%	54	34	59%
I-Outside Primary Area	49	4	1125%	49	4	1125%
Total	42	36	17%	42	36	17%

January 2023

Residential Closed Sales by Area

Area	Average Sales Price					
	January			YTD		
	2023	2022	% change	2023	2022	% change
S1-3 Bridgman to New Buffalo	\$ 1,063,166	\$ 580,990	83%	\$ 1,063,166	\$ 580,990	83%
S20-22 Buchanan to Niles	\$ 190,243	\$ 164,937	15%	\$ 190,243	\$ 164,937	15%
S30-31 St.Joseph & Lakeshore	\$ 333,436	\$ 286,341	16%	\$ 333,436	\$ 286,341	16%
S40-42 Coloma & Watervliet	\$ 166,920	\$ 237,153	-30%	\$ 166,920	\$ 237,153	-30%
S50-51 Berr.Sprgs.,Eau Claire	\$ 224,000	\$ 293,875	-24%	\$ 224,000	\$ 293,875	-24%
S60-66 Dowagiac & Marcellus	\$ 160,510	\$ 200,279	-20%	\$ 160,510	\$ 200,279	-20%
S70 Benton Harbor	\$ 157,992	\$ 151,413	4%	\$ 157,992	\$ 151,413	4%
S80-89 Edw. to Cassopolis	\$ 448,461	\$ 284,110	58%	\$ 448,461	\$ 284,110	58%
S90-99 South Haven,Bangor,Covert	\$ 388,771	\$ 470,181	-17%	\$ 388,771	\$ 470,181	-17%
S10-13 Hartford,Lawrence	\$ 223,514	\$ 239,609	-7%	\$ 223,514	\$ 239,609	-7%
I-Outside Primary Area	\$ 282,500	\$ 263,450	7%	\$ 282,500	\$ 263,450	7%
Total	\$ 299,531	\$ 301,017	0%	\$ 299,531	\$ 301,017	0%
Area	Median Sales Price					
	January			YTD		
	2023	2022	% change	2023	2022	% change
S1-3 Bridgman to New Buff.	\$ 491,000	\$ 337,900	45%	\$ 491,000	\$ 337,900	45%
S20-22 Buchanan to Niles	\$ 166,000	\$ 147,500	13%	\$ 166,000	\$ 147,500	13%
S30-31 St.Joseph & Lakeshore	\$ 320,000	\$ 255,000	25%	\$ 320,000	\$ 255,000	25%
S40-42 Coloma & Watervliet	\$ 150,000	\$ 215,000	-30%	\$ 150,000	\$ 215,000	-30%
S50-51 Berr.Sprgs.,Eau Claire	\$ 197,000	\$ 190,000	4%	\$ 197,000	\$ 190,000	4%
S60-66 Dowagiac & Marcellus	\$ 100,100	\$ 158,450	-37%	\$ 100,100	\$ 158,450	-37%
S70 Benton Harbor	\$ 146,000	\$ 125,000	17%	\$ 146,000	\$ 125,000	17%
S80-89 Edw. to Cassopolis	\$ 440,000	\$ 225,500	95%	\$ 440,000	\$ 225,500	95%
S90-99 South Haven,Bangor,Covert	\$ 369,900	\$ 269,900	37%	\$ 369,900	\$ 269,900	37%
S10-13 Hartford,Lawrence	\$ 184,900	\$ 172,000	8%	\$ 184,900	\$ 172,000	8%
I-Outside Primary Area	\$ 282,500	\$ 263,450	7%	\$ 282,500	\$ 263,450	7%
Total	\$ 202,000	\$ 210,000	-4%	\$ 202,000	\$ 210,000	-4%

Dollar Volume							
	January			YTD			
	2023	2022	% change	2023	2022	% change	
Area							
S1-3 Bridgman to New Buff.	\$ 9,568,500	\$ 12,200,800	-22%	\$ 9,568,500	\$ 12,200,800	-22%	
S20-22 Buchanan to Niles	\$ 5,326,827	\$ 6,597,493	-19%	\$ 5,326,827	\$ 6,597,493	-19%	
S30-31 St.Joseph & Lakeshore	\$ 7,669,050	\$ 11,167,320	-31%	\$ 7,669,050	\$ 11,167,320	-31%	
S40-42 Coloma & Watervliet	\$ 2,488,800	\$ 3,557,300	-30%	\$ 2,488,800	\$ 3,557,300	-30%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 672,000	\$ 2,351,000	-71%	\$ 672,000	\$ 2,351,000	-71%	
S60-66 Dowagiac & Marcellus	\$ 1,605,100	\$ 2,002,795	-20%	\$ 1,605,100	\$ 2,002,795	-20%	
S70 Benton Harbor	\$ 4,107,815	\$ 2,876,850	43%	\$ 4,107,815	\$ 2,876,850	43%	
S80-89 Edw. to Cassopolis	\$ 5,830,000	\$ 2,841,100	105%	\$ 5,830,000	\$ 2,841,100	105%	
S90-99 South Haven,Bangor,Cov.	\$ 5,831,565	\$ 16,456,355	-65%	\$ 5,831,565	\$ 16,456,355	-65%	
S10-13 Hartford,Lawrence	\$ 1,564,600	\$ 2,635,700	-41%	\$ 1,564,600	\$ 2,635,700	-41%	
I-Outside Primary Area	\$ 565,000	\$ 526,900	7%	\$ 565,000	\$ 526,900	7%	
Total	\$ 45,229,257	\$ 63,213,613	-28%	\$ 45,229,257	\$ 63,213,613	-28%	
	January	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 3,098,900	26	164	\$ 3,098,900	26	164	
Commerical-Industrial/Bus.Opp.	\$ 2,424,500	5	93	\$ 2,424,500	5	93	
Multiple Family	\$ 485,000	3	23	\$ 485,000	3	23	
Grand Total Closed	\$ 6,008,400			6,008,400			
Residential Sales Closed for Mo.	\$ 45,229,257						
Other Classes Closed for Month	\$ 6,008,400						
Total Closed Sales for Month	\$ 51,237,657						
Residential Sales Closed YTD	\$ 45,229,257						
Total Closed Sales YTD	\$ 51,237,657						
	New Listings						
	January	YTD					
RES	233	233					
LAND	84	84					
MUL	4	4					
COMM	26	26					
TOTAL	347	347					
	Total Active Listings						
	as of 1/31/23	as of 1/31/22					
RES	639	470					
LAND	659	639					
MUL	11	15					
COMM	199	213					
TOTAL	1508	1337					

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											
S20-22 Buchanan to Niles	107											
S30-31 St.Joseph & Lakeshore	86											
S40-42 Coloma & Watervliet	49											
S50-51 Berr.Sprgs.,Eau Claire	30											
S60-66 Dowagiac & Marcellus	43											
S70 Benton Harbor	51											
S80-89 Edw. to Cassopolis	46											
S90-99 South Haven,Bangor,Cov.	91											
S10-13 Hartford,Lawrence	24											
I-Outside Primary Area	6											
Total	639	0	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%										
Short Sale	0	0%										
Sold at Auction	0	0%										
Other	7	5%										
Not Applicable	<u>141</u>	93%										
	151		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	