

January 2024

Residential Closed Sales by Area

Units Sold						
	January			YTD		
	2024	2023	% change	2024	2023	% change
Area						
S1-3 Bridgman to New Buff.	14	9	56%	14	9	56%
S20-22 Buchanan to Niles	37	28	32%	37	28	32%
S30-31 St.Joseph & Lakeshore	29	23	26%	29	23	26%
S40-42 Coloma & Watervliet	15	15	0%	15	15	0%
S50-51 Berr.Sprgs.,Eau Claire	4	3	33%	4	3	33%
S60-66 Dowagiac & Marcellus	16	10	60%	16	10	60%
S70 Benton Harbor	10	26	-62%	10	26	-62%
S80-89 Edw. to Cassopolis	6	13	-54%	6	13	-54%
S90-99 South Haven,Bangor,Covert	18	15	20%	18	15	20%
S10-13 Hartford,Lawrence	10	7	43%	10	7	43%
I-Outside Primary Area	1	2	-50%	1	2	-50%
Total	160	151	6%	160	151	6%
Days on Market						
	January			YTD		
	2024	2023	% change	2024	2023	% change
Area						
S1-3 Bridgman to New Buff.	52	74	-30%	52	74	-30%
S20-22 Buchanan to Niles	43	23	87%	43	23	87%
S30-31 St.Joseph & Lakeshore	46	39	18%	46	39	18%
S40-42 Coloma & Watervliet	68	35	94%	68	35	94%
S50-51 Berr.Sprgs.,Eau Claire	96	51	88%	96	51	88%
S60-66 Dowagiac & Marcellus	32	72	-56%	32	72	-56%
S70 Benton Harbor	26	50	-48%	26	50	-48%
S80-89 Edw. to Cassopolis	27	42	-36%	27	42	-36%
S90-99 South Haven,Bangor,Covert	46	25	84%	46	25	84%
S10-13 Hartford,Lawrence	23	54	-57%	23	54	-57%
I-Outside Primary Area	14	49	-71%	14	49	-71%
Total	43	42	2%	43	42	2%

January 2024

Residential Closed Sales by Area

Area	Average Sales Price					
	January			YTD		
	2024	2023	% change	2024	2023	% change
S1-3 Bridgman to New Buffalo	\$ 538,796	\$ 1,063,166	-49%	\$ 538,796	\$ 1,063,166	-49%
S20-22 Buchanan to Niles	\$ 193,035	\$ 190,243	1%	\$ 193,035	\$ 190,243	1%
S30-31 St.Joseph & Lakeshore	\$ 401,740	\$ 333,436	20%	\$ 401,740	\$ 333,436	20%
S40-42 Coloma & Watervliet	\$ 230,275	\$ 166,920	38%	\$ 230,275	\$ 166,920	38%
S50-51 Berr.Sprgs.,Eau Claire	\$ 767,450	\$ 224,000	243%	\$ 767,450	\$ 224,000	243%
S60-66 Dowagiac & Marcellus	\$ 275,067	\$ 160,510	71%	\$ 275,067	\$ 160,510	71%
S70 Benton Harbor	\$ 266,390	\$ 157,992	69%	\$ 266,390	\$ 157,992	69%
S80-89 Edw. to Cassopolis	\$ 274,300	\$ 448,461	-39%	\$ 274,300	\$ 448,461	-39%
S90-99 South Haven,Bangor,Covert	\$ 320,238	\$ 388,771	-18%	\$ 320,238	\$ 388,771	-18%
S10-13 Hartford,Lawrence	\$ 275,330	\$ 223,514	23%	\$ 275,330	\$ 223,514	23%
I-Outside Primary Area	\$ 557,500	\$ 282,500	97%	\$ 557,500	\$ 282,500	97%
Total	\$ 317,702	\$ 299,531	6%	\$ 317,702	\$ 299,531	6%
Area	Median Sales Price					
	January			YTD		
	2024	2023	% change	2024	2023	% change
S1-3 Bridgman to New Buff.	\$ 414,075	\$ 491,000	-16%	\$ 414,075	\$ 491,000	-16%
S20-22 Buchanan to Niles	\$ 179,500	\$ 166,000	8%	\$ 179,500	\$ 166,000	8%
S30-31 St.Joseph & Lakeshore	\$ 334,900	\$ 320,000	5%	\$ 334,900	\$ 320,000	5%
S40-42 Coloma & Watervliet	\$ 249,900	\$ 150,000	67%	\$ 249,900	\$ 150,000	67%
S50-51 Berr.Sprgs.,Eau Claire	\$ 269,950	\$ 197,000	37%	\$ 269,950	\$ 197,000	37%
S60-66 Dowagiac & Marcellus	\$ 187,500	\$ 100,100	87%	\$ 187,500	\$ 100,100	87%
S70 Benton Harbor	\$ 212,500	\$ 146,000	46%	\$ 212,500	\$ 146,000	46%
S80-89 Edw. to Cassopolis	\$ 295,450	\$ 440,000	-33%	\$ 295,450	\$ 440,000	-33%
S90-99 South Haven,Bangor,Covert	\$ 306,500	\$ 369,900	-17%	\$ 306,500	\$ 369,900	-17%
S10-13 Hartford,Lawrence	\$ 160,000	\$ 184,900	-13%	\$ 160,000	\$ 184,900	-13%
I-Outside Primary Area	\$ 557,500	\$ 282,500	97%	\$ 557,500	\$ 282,500	97%
Total	\$ 244,950	\$ 202,000	21%	\$ 244,950	\$ 202,000	21%

Dollar Volume							
	January			YTD			
	2024	2023	% change	2024	2023	% change	
Area							
S1-3 Bridgman to New Buff.	\$ 7,543,150	\$ 9,568,500	-21%	\$ 7,543,150	\$ 9,568,500	-21%	
S20-22 Buchanan to Niles	\$ 7,142,310	\$ 5,326,827	34%	\$ 7,142,310	\$ 5,326,827	34%	
S30-31 St.Joseph & Lakeshore	\$ 11,650,485	\$ 7,669,050	52%	\$ 11,650,485	\$ 7,669,050	52%	
S40-42 Coloma & Watervliet	\$ 3,454,125	\$ 2,488,800	39%	\$ 3,454,125	\$ 2,488,800	39%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 3,069,800	\$ 672,000	357%	\$ 3,069,800	\$ 672,000	357%	
S60-66 Dowagiac & Marcellus	\$ 4,401,075	\$ 1,605,100	174%	\$ 4,401,075	\$ 1,605,100	174%	
S70 Benton Harbor	\$ 2,663,900	\$ 4,107,815	-35%	\$ 2,663,900	\$ 4,107,815	-35%	
S80-89 Edw. to Cassopolis	\$ 1,645,800	\$ 5,830,000	-72%	\$ 1,645,800	\$ 5,830,000	-72%	
S90-99 South Haven,Bangor,Cov.	\$ 5,764,300	\$ 5,831,565	-1%	\$ 5,764,300	\$ 5,831,565	-1%	
S10-13 Hartford,Lawrence	\$ 2,753,300	\$ 1,564,600	76%	\$ 2,753,300	\$ 1,564,600	76%	
I-Outside Primary Area	\$ 557,500	\$ 565,000	-1%	\$ 557,500	\$ 565,000	-1%	
Total	\$ 50,645,745	\$ 45,229,257	12%	\$ 50,645,745	\$ 45,229,257	12%	
	January	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 10,467,300	31	193	\$ 10,467,300	31	193	
Commerical-Industrial/Bus.Opp.	\$ 3,327,500	10	343	\$ 3,327,500	10	343	
Multiple Family	\$ 1,554,900	6	72	\$ 1,554,900	6	72	
Grand Total Closed	\$ 15,349,700			15,349,700			
Residential Sales Closed for Mo.	\$ 50,645,745						
Other Classes Closed for Month	\$ 15,349,700						
Total Closed Sales for Month	\$ 65,995,445						
Residential Sales Closed YTD	\$ 50,645,745						
Total Closed Sales YTD	\$ 65,995,445						
	New Listings						
	January	YTD					
RES	176	176					
LAND	64	64					
MUL	3	3					
COMM	20	20					
TOTAL	263	263					
	Total Active Listings						
	as of 1/31/24	as of 1/31/23					
RES	569	639					
LAND	598	659					
MUL	18	11					
COMM	188	199					
TOTAL	1373	1508					

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