

# July 2022

## Residential Closed Sales by Area

Units Sold						
	July			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	33	53	-38%	220	292	-25%
S20-22 Buchanan to Niles	50	63	-21%	329	341	-4%
S30-31 St.Joseph & Lakeshore	69	93	-26%	336	455	-26%
S40-42 Coloma & Watervliet	23	26	-12%	126	123	2%
S50-51 Berr.Sprgs.,Eau Claire	18	15	20%	86	103	-17%
S60-66 Dowagiac & Marcellus	18	16	13%	90	120	-25%
S70 Benton Harbor	35	26	35%	166	164	1%
S80-89 Edw. to Cassopolis	22	13	69%	118	143	-17%
S90-99 South Haven,Bangor,Covert	45	58	-22%	291	292	0%
S10-13 Hartford,Lawrence	6	22	-73%	58	81	-28%
I-Outside Primary Area	1	3	-67%	8	18	-56%
<b>Total</b>	<b>322</b>	<b>388</b>	<b>-17%</b>	<b>1845</b>	<b>2132</b>	<b>-13%</b>
Days on Market						
	July			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	26	38	-32%	43	56	-23%
S20-22 Buchanan to Niles	14	21	-33%	19	27	-30%
S30-31 St.Joseph & Lakeshore	11	21	-48%	29	48	-40%
S40-42 Coloma & Watervliet	16	63	-75%	30	63	-52%
S50-51 Berr.Sprgs.,Eau Claire	22	24	-8%	46	53	-13%
S60-66 Dowagiac & Marcellus	29	28	4%	41	44	-7%
S70 Benton Harbor	13	13	0%	33	39	-15%
S80-89 Edw. to Cassopolis	23	44	-48%	28	61	-54%
S90-99 South Haven,Bangor,Covert	34	32	6%	45	66	-32%
S10-13 Hartford,Lawrence	15	18	-17%	29	50	-42%
I-Outside Primary Area	5	20	-75%	32	104	-69%
<b>Total</b>	<b>19</b>	<b>28</b>	<b>-32%</b>	<b>33</b>	<b>50</b>	<b>-34%</b>

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## Residential Closed Sales by Area

Average Sales Price						
	July			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 657,334	\$ 657,268	0%	\$ 576,201	\$ 608,073	-5%
S20-22 Buchanan to Niles	\$ 217,457	\$ 212,880	2%	\$ 211,235	\$ 179,470	18%
S30-31 St.Joseph & Lakeshore	\$ 390,960	\$ 378,188	3%	\$ 375,818	\$ 347,373	8%
S40-42 Coloma & Watervliet	\$ 241,105	\$ 359,083	-33%	\$ 255,622	\$ 275,945	-7%
S50-51 Berr.Sprgs.,Eau Claire	\$ 311,897	\$ 246,723	26%	\$ 305,756	\$ 254,935	20%
S60-66 Dowagiac & Marcellus	\$ 237,536	\$ 218,895	9%	\$ 240,705	\$ 206,521	17%
S70 Benton Harbor	\$ 192,408	\$ 252,182	-24%	\$ 176,625	\$ 203,424	-13%
S80-89 Edw. to Cassopolis	\$ 311,727	\$ 369,607	-16%	\$ 364,919	\$ 271,116	35%
S90-99 South Haven,Bangor,Covert	\$ 285,233	\$ 321,413	-11%	\$ 388,064	\$ 351,939	10%
S10-13 Hartford,Lawrence	\$ 223,750	\$ 233,712	-4%	\$ 254,036	\$ 198,351	28%
I-Outside Primary Area	\$ 915,000	\$ 378,666	142%	\$ 542,237	\$ 654,022	-17%
<b>Total</b>	<b>\$ 324,567</b>	<b>\$ 351,131</b>	<b>-8%</b>	<b>\$ 331,644</b>	<b>\$ 321,074</b>	<b>3%</b>
Median Sales Price						
	July			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 537,000	\$ 385,000	39%	\$ 399,500	\$ 404,500	-1%
S20-22 Buchanan to Niles	\$ 165,075	\$ 155,000	7%	\$ 162,000	\$ 147,500	10%
S30-31 St.Joseph & Lakeshore	\$ 339,900	\$ 277,320	23%	\$ 325,000	\$ 280,000	16%
S40-42 Coloma & Watervliet	\$ 235,000	\$ 198,500	18%	\$ 218,050	\$ 197,000	11%
S50-51 Berr.Sprgs.,Eau Claire	\$ 259,450	\$ 230,000	13%	\$ 239,950	\$ 210,000	14%
S60-66 Dowagiac & Marcellus	\$ 220,000	\$ 169,750	30%	\$ 178,997	\$ 139,500	28%
S70 Benton Harbor	\$ 186,000	\$ 181,250	3%	\$ 157,750	\$ 149,950	5%
S80-89 Edw. to Cassopolis	\$ 213,500	\$ 285,000	-25%	\$ 229,500	\$ 200,000	15%
S90-99 South Haven,Bangor,Covert	\$ 241,000	\$ 283,500	-15%	\$ 279,000	\$ 280,000	0%
S10-13 Hartford,Lawrence	\$ 216,000	\$ 202,500	7%	\$ 197,450	\$ 175,000	13%
I-Outside Primary Area	\$ 915,000	\$ 375,000	144%	\$ 447,500	\$ 403,000	11%
<b>Total</b>	<b>\$ 249,750</b>	<b>\$ 240,500</b>	<b>4%</b>	<b>\$ 243,000</b>	<b>\$ 225,000</b>	<b>8%</b>

Dollar Volume		July			YTD		
Area	2022	2021	% change	2022	2021	% change	
S1-3 Bridgman to New Buff.	\$ 21,692,041	\$ 34,835,235	-38%	\$ 126,764,223	\$ 177,557,369	-29%	
S20-22 Buchanan to Niles	\$ 10,872,888	\$ 13,411,499	-19%	\$ 69,496,478	\$ 61,199,300	14%	
S30-31 St. Joseph & Lakeshore	\$ 26,976,262	\$ 35,171,484	-23%	\$ 126,274,853	\$ 158,055,100	-20%	
S40-42 Coloma & Watervliet	\$ 5,545,436	\$ 9,336,183	-41%	\$ 32,208,486	\$ 33,941,325	-5%	
S50-51 Berr. Sprgs., Eau Claire	\$ 5,614,150	\$ 3,700,850	52%	\$ 26,295,060	\$ 26,258,350	0%	
S60-66 Dowagiac & Marcellus	\$ 4,275,650	\$ 3,502,320	22%	\$ 21,663,501	\$ 24,782,610	-13%	
S70 Benton Harbor	\$ 6,734,305	\$ 6,556,754	3%	\$ 29,319,816	\$ 33,361,537	-12%	
S80-89 Edw. to Cassopolis	\$ 6,858,000	\$ 4,804,900	43%	\$ 43,060,500	\$ 38,769,633	11%	
S90-99 South Haven, Bangor, Cov.	\$ 12,835,487	\$ 18,641,975	-31%	\$ 112,926,875	\$ 102,766,248	10%	
S10-13 Hartford, Lawrence	\$ 1,342,500	\$ 5,141,680	-74%	\$ 14,734,100	\$ 16,066,445	-8%	
I-Outside Primary Area	\$ 915,000	\$ 1,136,000	-19%	\$ 4,337,900	\$ 11,772,400	-63%	
<b>Total MLS</b>	<b>\$ 104,510,719</b>	<b>\$ 136,238,880</b>	<b>-23%</b>	<b>\$ 611,884,673</b>	<b>\$ 684,530,317</b>	<b>-11%</b>	
	<b>July</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>	
Vacant Land	\$ 4,678,850	41	647	\$ 32,875,391	312	351	
Commerical-Industrial/Bus.Opp.	\$ 2,655,100	5	72	\$ 19,748,243	65	299	
Multiple Family	\$ 1,369,900	6	30	\$ 12,571,977	53	76	
<b>Total Other Classes</b>	<b>\$ 8,703,850</b>			<b>\$ 65,195,611</b>			
<b>Residential Sales Closed for Mo</b>	<b>\$ 104,510,719</b>						
<b>Other Classes Closed for Month</b>	<b>\$ 8,703,850</b>						
<b>Total Closed Sales for Month</b>	<b>\$ 113,214,569</b>						
<b>Residential Sales Closed YTD</b>	<b>\$ 611,884,673</b>						
<b>Total Closed Sales YTD</b>	<b>\$ 677,080,284</b>						
<b>New Listings</b>							
	<b>July</b>	<b>YTD</b>					
RES	311	1741					
LAND	97	544					
MUL	6	48					
COMM	21	131					
<b>TOTAL</b>	<b>435</b>	<b>2464</b>					
<b>Total Active Listings</b>							
	<b>as of 7/31/2022</b>	<b>as of 7/31/2021</b>					
RES	873	889					
LAND	747	879					
MUL	21	40					
COMM	203	228					
<b>TOTAL</b>	<b>1844</b>	<b>2036</b>					

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	97	110	118	139	156	165					
S20-22 Buchanan to Niles	54	70	64	85	85	111	125					
S30-31 St.Joseph & Lakeshore	63	74	75	85	109	125	139					
S40-42 Coloma & Watervliet	29	34	41	36	48	68	60					
S50-51 Berr.Sprgs.,Eau Claire	25	19	26	34	32	38	43					
S60-66 Dowagiac & Marcellus	27	20	28	30	36	51	57					
S70 Benton Harbor	52	47	53	53	66	62	58					
S80-89 Edw. to Cassopolis	26	30	35	34	48	48	58					
S90-99 South Haven,Bangor,Cov.	72	64	74	93	115	120	126					
S10-13 Hartford,Lawrence	23	22	23	32	40	35	34					
I-Outside Primary Area	3	3	1	1	3	6	8					
<b>Total</b>	<b>470</b>	<b>480</b>	<b>530</b>	<b>601</b>	<b>721</b>	<b>820</b>	<b>873</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
2021 Residential Sold Sales Condition												
2022												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	0	0%	3	2%	5	2%	3	1%	3	1%	4	1%
Short Sale	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
Sold at Auction	0	0%	0	0%	0	0%	0	0%	1	1%	1	1%
Other	11	5%	5	3%	12	5%	13	5%	7	2%	14	4%
Not Applicable	<u>199</u>	95%	<u>160</u>	95%	<u>227</u>	93%	<u>247</u>	94%	<u>302</u>	96%	<u>306</u>	94%
	<b>210</b>		<b>168</b>		<b>244</b>		<b>263</b>		<b>313</b>		<b>325</b>	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned	2	1%										
Short Sale	0	0%										
Sold at Auction	0	0%										
Other	19	6%										
Not Applicable	<u>301</u>	93%										
	<b>322</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	