

July 2023

Residential Closed Sales by Area

Units Sold						
	July			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	25	33	-24%	171	220	-22%
Buchanan to Niles	58	50	16%	294	329	-11%
St.Joseph & Lakeshore	46	69	-33%	287	336	-15%
Coloma & Watervliet	24	23	4%	112	126	-11%
Berr.Sprgs.,Eau Claire	9	18	-50%	68	86	-21%
Dowagiac & Marcellus	15	18	-17%	97	90	8%
Benton Harbor	24	35	-31%	134	166	-19%
Edw. to Cassopolis	24	22	9%	117	118	-1%
South Haven,Bangor,Covert	37	45	-18%	206	291	-29%
Hartford,Lawrence	5	6	-17%	49	58	-16%
Outside Primary Area	1	1	0%	11	8	38%
Total	268	322	-17%	1546	1845	-16%
Days on Market						
	July			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	46	26	77%	50	43	16%
Buchanan to Niles	18	14	29%	28	19	47%
St.Joseph & Lakeshore	11	11	0%	29	29	0%
Coloma & Watervliet	47	16	194%	45	30	50%
Berr.Sprgs.,Eau Claire	22	22	0%	55	46	20%
Dowagiac & Marcellus	51	29	76%	42	41	2%
Benton Harbor	20	13	54%	44	33	33%
Edw. to Cassopolis	19	23	-17%	32	28	14%
South Haven,Bangor,Covert	19	34	-44%	39	45	-13%
Hartford,Lawrence	36	15	140%	57	29	97%
Outside Primary Area	4	5	-20%	64	32	100%
Total	24	19	26%	38	33	15%

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Residential Closed Sales by Area

Average Sales Price						
	July			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	\$ 434,064	\$ 657,334	-34%	\$ 727,820	\$ 576,201	26%
Buchanan to Niles	\$ 282,613	\$ 217,457	30%	\$ 237,159	\$ 211,235	12%
St.Joseph & Lakeshore	\$ 417,607	\$ 390,960	7%	\$ 374,199	\$ 375,818	0%
Coloma & Watervliet	\$ 273,078	\$ 241,105	13%	\$ 256,035	\$ 255,622	0%
Berr.Sprgs.,Eau Claire	\$ 383,883	\$ 311,897	23%	\$ 299,402	\$ 305,756	-2%
Dowagiac & Marcellus	\$ 227,933	\$ 237,536	-4%	\$ 235,550	\$ 240,705	-2%
Benton Harbor	\$ 347,558	\$ 192,408	81%	\$ 209,681	\$ 176,625	19%
Edw. to Cassopolis	\$ 298,699	\$ 311,727	-4%	\$ 297,075	\$ 364,919	-19%
South Haven,Bangor,Covert	\$ 404,000	\$ 285,233	42%	\$ 399,178	\$ 388,064	3%
Hartford,Lawrence	\$ 380,000	\$ 223,750	70%	\$ 262,724	\$ 254,036	3%
Outside Primary Area	\$ 410,000	\$ 915,000	-55%	\$ 564,172	\$ 542,237	4%
Total	\$ 345,364	\$ 324,567	6%	\$ 347,724	\$ 331,644	5%
Median Sales Price						
	July			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	\$ 350,000	\$ 537,000	-35%	\$ 455,000	\$ 399,500	14%
Buchanan to Niles	\$ 221,000	\$ 165,075	34%	\$ 175,000	\$ 162,000	8%
St.Joseph & Lakeshore	\$ 377,500	\$ 339,900	11%	\$ 352,000	\$ 325,000	8%
Coloma & Watervliet	\$ 225,000	\$ 235,000	-4%	\$ 217,500	\$ 218,050	0%
Berr.Sprgs.,Eau Claire	\$ 259,900	\$ 259,450	0%	\$ 205,000	\$ 239,950	-15%
Dowagiac & Marcellus	\$ 150,000	\$ 220,000	-32%	\$ 150,000	\$ 178,997	-16%
Benton Harbor	\$ 190,500	\$ 186,000	2%	\$ 155,500	\$ 157,750	-1%
Edw. to Cassopolis	\$ 298,750	\$ 213,500	40%	\$ 255,000	\$ 229,500	11%
South Haven,Bangor,Covert	\$ 350,000	\$ 241,000	45%	\$ 332,450	\$ 279,000	19%
Hartford,Lawrence	\$ 283,000	\$ 216,000	31%	\$ 208,000	\$ 197,450	5%
Outside Primary Area	\$ 410,000	\$ 915,000	-55%	\$ 410,000	\$ 447,500	-8%
Total	\$ 260,250	\$ 249,750	4%	\$ 250,000	\$ 243,000	3%

Dollar Volume		July			YTD		
Area	2023	2022	% change	2023	2022	% change	
Bridgman to New Buffalo	\$ 10,851,600	\$ 21,692,041	-50%	\$ 124,457,246	\$ 126,764,223	-2%	
Buchanan to Niles	\$ 16,391,555	\$ 10,872,888	51%	\$ 69,724,861	\$ 69,496,478	0%	
St.Joseph & Lakeshore	\$ 19,209,925	\$ 26,976,262	-29%	\$ 107,395,332	\$ 126,274,853	-15%	
Coloma & Watervliet	\$ 6,553,880	\$ 5,545,436	18%	\$ 28,675,995	\$ 32,208,486	-11%	
Berrien Springs & Eau Claire	\$ 3,454,950	\$ 5,614,150	-38%	\$ 20,359,349	\$ 26,295,060	-23%	
Dowagiac & Marcellus	\$ 3,419,000	\$ 4,275,650	-20%	\$ 22,848,418	\$ 21,663,501	5%	
Benton Harbor	\$ 8,341,400	\$ 6,734,305	24%	\$ 28,097,308	\$ 29,319,816	-4%	
Edwardsburg & Cassopolis	\$ 7,168,788	\$ 6,858,000	5%	\$ 34,757,878	\$ 43,060,500	-19%	
South Haven,Bangor,Covert	\$ 14,948,000	\$ 12,835,487	16%	\$ 82,230,735	\$ 112,926,875	-27%	
Hartford & Lawrence	\$ 1,900,000	\$ 1,342,500	42%	\$ 12,873,520	\$ 14,734,100	-13%	
Outside Primary Area	\$ 410,000	\$ 915,000	-55%	\$ 6,205,900	\$ 4,337,900	43%	
Total MLS	\$ 92,649,098	\$ 103,661,719	-11%	\$ 537,626,542	\$ 607,081,792	-11%	
	July	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 6,518,375	44	161	\$ 31,602,058	271	321	
Commerical-Industrial/Bus.Opp.	\$ 1,948,900	6	117	\$ 18,023,416	60	165	
Multiple Family	\$ -	0	0	\$ 5,108,400	18	37	
Total Other Classes	\$ 8,467,275			\$ 54,733,874			
Residential Sales Closed for Mo	\$ 92,649,098						
Other Classes Closed for Month	\$ 8,467,275						
Total Closed Sales for Month	\$ 101,116,373						
Residential Sales Closed YTD	\$ 537,626,542						
Total Closed Sales YTD	\$ 592,360,416						
New Listings							
	July	YTD					
RES	370	2218					
LAND	76	678					
MUL	5	54					
COMM	38	164					
TOTAL	489	3114					
Total Active Listings							
	as of 7/31/23	as of 7/31/22					
RES	800	873					
LAND	746	747					
MUL	17	21					
COMM	198	203					
TOTAL	1761	1844					

Total Active Residential Listings by Area												
2023												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Bridgman to New Buffalo	106	109	113	129	143	161	172					
Buchanan to Niles	107	93	84	87	110	116	114					
St. Joseph & Lakeshore	86	73	90	93	104	105	118					
Coloma & Watervliet	49	57	51	52	61	46	44					
Berrien Springs & Eau Claire	30	29	23	21	27	30	42					
Dowagiac & Marcellus	43	36	42	36	41	48	48					
Benton Harbor	51	56	55	43	51	55	50					
Edwardsburg & Cassopolis	46	42	36	35	34	45	46					
South Haven, Bangor, Covert	91	83	81	79	95	115	124					
Hartford & Lawrence	24	25	26	31	27	32	34					
Outside Primary Area	6	10	11	11	9	7	8					
Total	639	613	612	617	702	760	800	0	0	0	0	0
2023 Residential Sold Sales Condition												
2023												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	3	2%	4	2%	8	3%	5	3%	6	2%	5	2%
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%	3	1%	1	1%
Other	7	5%	14	9%	11	5%	4	2%	11	5%	9	3%
Not Applicable	<u>141</u>	93%	<u>140</u>	89%	<u>217</u>	92%	<u>185</u>	95%	<u>236</u>	92%	<u>268</u>	94%
	151		158		236		194		256		283	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned	2	1%										
Short Sale	0	0%										
Sold at Auction	1	0%										
Other	7	3%										
Not Applicable	<u>258</u>	96%										
	268		0		0		0		0		0	