

# July 2024

## Residential Closed Sales by Area

Units Sold						
	July			YTD		
	2024	2023	% change	2024	2023	% change
Area						
Bridgman to New Buff.	35	25	40%	169	171	-1%
Buchanan to Niles	59	58	2%	317	294	8%
St.Joseph & Lakeshore	65	46	41%	284	287	-1%
Coloma & Watervliet	24	24	0%	137	112	22%
Berr.Sprgs.,Eau Claire	14	9	56%	51	68	-25%
Dowagiac & Marcellus	16	15	7%	95	97	-2%
Benton Harbor	27	24	13%	115	134	-14%
Edw. to Cassopolis	14	24	-42%	90	117	-23%
South Haven,Bangor,Covert	41	37	11%	207	206	0%
Hartford,Lawrence	4	5	-20%	51	49	4%
Outside Primary Area	0	1	-100%	7	11	-36%
<b>Total</b>	<b>299</b>	<b>268</b>	<b>12%</b>	<b>1523</b>	<b>1546</b>	<b>-1%</b>
Days on Market						
	July			YTD		
	2024	2023	% change	2024	2023	% change
Area						
Bridgman to New Buff.	27	46	-41%	48	50	-4%
Buchanan to Niles	32	18	78%	36	28	29%
St.Joseph & Lakeshore	24	11	118%	39	29	34%
Coloma & Watervliet	35	47	-26%	35	45	-22%
Berr.Sprgs.,Eau Claire	14	22	-36%	41	55	-25%
Dowagiac & Marcellus	35	51	-31%	38	42	-10%
Benton Harbor	36	20	80%	39	44	-11%
Edw. to Cassopolis	22	19	16%	41	32	28%
South Haven,Bangor,Covert	36	19	89%	44	39	13%
Hartford,Lawrence	14	36	-61%	75	57	32%
Outside Primary Area	0	4	-100%	77	64	20%
<b>Total</b>	<b>30</b>	<b>24</b>	<b>25%</b>	<b>41</b>	<b>38</b>	<b>8%</b>

# July 2024

## Residential Closed Sales by Area

Average Sales Price						
	July			YTD		
	2024	2023	% change	2024	2023	% change
Area						
Bridgman to New Buff.	\$ 725,239	\$ 434,064	67%	\$ 752,625	\$ 727,820	3%
Buchanan to Niles	\$ 263,616	\$ 282,613	-7%	\$ 230,609	\$ 237,159	-3%
St.Joseph & Lakeshore	\$ 442,980	\$ 417,607	6%	\$ 400,907	\$ 374,199	7%
Coloma & Watervliet	\$ 305,886	\$ 273,078	12%	\$ 277,268	\$ 256,035	8%
Berr.Sprgs.,Eau Claire	\$ 352,962	\$ 383,883	-8%	\$ 376,112	\$ 299,402	26%
Dowagiac & Marcellus	\$ 235,656	\$ 227,933	3%	\$ 248,845	\$ 235,550	6%
Benton Harbor	\$ 169,418	\$ 347,558	-51%	\$ 186,477	\$ 209,681	-11%
Edw. to Cassopolis	\$ 315,385	\$ 298,699	6%	\$ 383,509	\$ 297,075	29%
South Haven,Bangor,Covert	\$ 495,771	\$ 404,000	23%	\$ 407,380	\$ 399,178	2%
Hartford,Lawrence	\$ 174,975	\$ 380,000	-54%	\$ 313,333	\$ 262,724	19%
Outside Primary Area	\$ -	\$ 410,000	-100%	\$ 501,057	\$ 564,172	-11%
<b>Total</b>	<b>\$ 387,290</b>	<b>\$ 345,364</b>	<b>12%</b>	<b>\$ 364,240</b>	<b>\$ 347,724</b>	<b>5%</b>
Median Sales Price						
	July			YTD		
	2024	2023	% change	2024	2023	% change
Area						
Bridgman to New Buff.	\$ 595,000	\$ 350,000	70%	\$ 505,000	\$ 455,000	11%
Buchanan to Niles	\$ 222,000	\$ 221,000	0%	\$ 189,759	\$ 175,000	8%
St.Joseph & Lakeshore	\$ 380,000	\$ 377,500	1%	\$ 339,950	\$ 352,000	-3%
Coloma & Watervliet	\$ 264,495	\$ 225,000	18%	\$ 245,000	\$ 217,500	13%
Berr.Sprgs.,Eau Claire	\$ 326,250	\$ 259,900	26%	\$ 325,000	\$ 205,000	59%
Dowagiac & Marcellus	\$ 187,500	\$ 150,000	25%	\$ 195,000	\$ 150,000	30%
Benton Harbor	\$ 155,000	\$ 190,500	-19%	\$ 170,000	\$ 155,500	9%
Edw. to Cassopolis	\$ 305,000	\$ 298,750	2%	\$ 277,500	\$ 255,000	9%
South Haven,Bangor,Covert	\$ 355,000	\$ 350,000	1%	\$ 342,500	\$ 332,450	3%
Hartford,Lawrence	\$ 167,500	\$ 283,000	-41%	\$ 169,900	\$ 208,000	-18%
Outside Primary Area	\$ -	\$ 410,000	-100%	\$ 521,000	\$ 410,000	27%
<b>Total</b>	<b>\$ 295,000</b>	<b>\$ 260,250</b>	<b>13%</b>	<b>\$ 270,000</b>	<b>\$ 250,000</b>	<b>8%</b>

Dollar Volume		July			YTD		
Area	2024	2023	% change	2024	2023	% change	
Bridgman to New Buffalo	\$ 25,383,369	\$ 10,851,600	134%	\$ 127,193,762	\$ 124,457,246	2%	
Buchanan to Niles	\$ 15,553,367	\$ 16,391,555	-5%	\$ 73,103,171	\$ 69,724,861	5%	
St.Joseph & Lakeshore	\$ 28,793,727	\$ 19,209,925	50%	\$ 113,857,627	\$ 107,395,332	6%	
Coloma & Watervliet	\$ 7,341,265	\$ 6,553,880	12%	\$ 37,985,845	\$ 28,675,995	32%	
Berrien Springs & Eau Claire	\$ 4,941,477	\$ 3,454,950	43%	\$ 19,181,747	\$ 20,359,349	-6%	
Dowagiac & Marcellus	\$ 3,770,500	\$ 3,419,000	10%	\$ 23,640,275	\$ 22,848,418	3%	
Benton Harbor	\$ 4,574,290	\$ 8,341,400	-45%	\$ 21,444,940	\$ 28,097,308	-24%	
Edwardsburg & Cassopolis	\$ 4,415,400	\$ 7,168,788	-38%	\$ 34,515,899	\$ 34,757,878	-1%	
South Haven,Bangor,Covert	\$ 20,326,628	\$ 14,948,000	36%	\$ 84,327,879	\$ 82,230,735	3%	
Hartford & Lawrence	\$ 699,900	\$ 1,900,000	-63%	\$ 15,980,000	\$ 12,873,520	24%	
Outside Primary Area	\$ -	\$ 410,000	-100%	\$ 3,507,400	\$ 6,205,900	-43%	
<b>Total MLS</b>	<b>\$ 115,799,923</b>	<b>\$ 92,649,098</b>	<b>25%</b>	<b>\$ 554,738,545</b>	<b>\$ 537,626,542</b>	<b>3%</b>	
	<b>July</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>	
Vacant Land	\$ 7,810,835	50	135	\$ 44,394,274	304	242	
Commerical-Industrial/Bus.Opp.	\$ 3,372,000	13	156	\$ 21,507,757	62	239	
Multiple Family	\$ 788,900	4	21	\$ 6,245,800	30	48	
<b>Total Other Classes</b>	<b>\$ 11,971,735</b>			<b>\$ 72,147,831</b>			
<b>Residential Sales Closed for Mo</b>	<b>\$ 115,799,923</b>						
<b>Other Classes Closed for Month</b>	<b>\$ 11,971,735</b>						
<b>Total Closed Sales for Month</b>	<b>\$ 127,771,658</b>						
<b>Residential Sales Closed YTD</b>	<b>\$ 554,738,545</b>						
<b>Total Closed Sales YTD</b>	<b>\$ 626,886,376</b>						
<b>New Listings</b>							
	<b>July</b>	<b>YTD</b>					
RES	406	2167					
LAND	90	680					
MUL	5	48					
COMM	25	189					
<b>TOTAL</b>	<b>526</b>	<b>3084</b>					
<b>Total Active Listings</b>							
	<b>as of 7/31/24</b>	<b>as of 7/31/23</b>					
RES	932	800					
LAND	697	746					
MUL	28	17					
COMM	231	198					
<b>TOTAL</b>	<b>1888</b>	<b>1761</b>					

Total Active Residential Listings by Area												
2024												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Bridgman to New Buffalo	91	102	116	123	132	158	167					
Buchanan to Niles	113	98	100	89	118	123	136					
St. Joseph & Lakeshore	75	82	106	104	146	166	170					
Coloma & Watervliet	42	52	49	58	61	65	68					
Berrien Springs & Eau Claire	14	14	14	26	35	33	41					
Dowagiac & Marcellus	36	39	40	43	41	50	54					
Benton Harbor	57	45	46	52	57	65	68					
Edwardsburg & Cassopolis	42	41	47	48	51	61	69					
South Haven, Bangor, Covert	78	87	97	111	126	134	123					
Hartford & Lawrence	19	27	20	23	31	27	28					
Outside Primary Area	2	3	6	7	6	7	8					
<b>Total</b>	<b>569</b>	<b>590</b>	<b>641</b>	<b>684</b>	<b>804</b>	<b>889</b>	<b>932</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
2024 Residential Sold Sales Condition												
2024												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	9	6%	9	6%	3	2%	1	0%	2	1%	2	1%
Short Sale	0	0%	0	0%	0	0%	1	0%	0	0%	0	0%
Sold at Auction	0	0%	0	0%	0	0%	1	0%	0	0%	1	1%
Other	3	2%	4	3%	6	3%	7	3%	12	5%	11	4%
Not Applicable	<u>148</u>	92%	<u>135</u>	91%	<u>193</u>	95%	<u>236</u>	97%	<u>212</u>	94%	<u>227</u>	94%
	<b>160</b>		<b>148</b>		<b>202</b>		<b>246</b>		<b>226</b>		<b>241</b>	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned	4	1%										
Short Sale	0	0%										
Sold at Auction	0	0%										
Other	13	4%										
Not Applicable	<u>282</u>	95%										
	<b>299</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	