

June 2022

Residential Closed Sales by Area

Units Sold						
	June			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	40	46	-13%	187	239	-22%
S20-22 Buchanan to Niles	57	59	-3%	278	278	0%
S30-31 St.Joseph & Lakeshore	64	79	-19%	267	362	-26%
S40-42 Coloma & Watervliet	17	16	6%	103	97	6%
S50-51 Berr.Sprgs.,Eau Claire	12	19	-37%	69	88	-22%
S60-66 Dowagiac & Marcellus	12	20	-40%	72	104	-31%
S70 Benton Harbor	23	22	5%	131	138	-5%
S80-89 Edw. to Cassopolis	32	29	10%	96	130	-26%
S90-99 South Haven,Bangor,Covert	53	42	26%	246	234	5%
S10-13 Hartford,Lawrence	15	15	0%	67	59	14%
I-Outside Primary Area	0	2	-100%	7	15	-53%
Total	325	349	-7%	1523	1744	-13%
Days on Market						
	June			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	46	47	-2%	46	60	-23%
S20-22 Buchanan to Niles	14	23	-39%	20	28	-29%
S30-31 St.Joseph & Lakeshore	22	31	-29%	33	54	-39%
S40-42 Coloma & Watervliet	9	10	-10%	33	63	-48%
S50-51 Berr.Sprgs.,Eau Claire	25	34	-26%	53	58	-9%
S60-66 Dowagiac & Marcellus	14	54	-74%	44	46	-4%
S70 Benton Harbor	32	29	10%	38	44	-14%
S80-89 Edw. to Cassopolis	32	14	129%	29	62	-53%
S90-99 South Haven,Bangor,Covert	20	21	-5%	47	75	-37%
S10-13 Hartford,Lawrence	13	37	-65%	33	62	-47%
I-Outside Primary Area	0	90	-100%	36	120	-70%
Total	24	30	-20%	36	54	-33%

June 2022

Residential Closed Sales by Area

Area	Average Sales Price					
	June			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 637,321	\$ 632,341	1%	\$ 565,667	\$ 597,163	-5%
S20-22 Buchanan to Niles	\$ 191,379	\$ 185,244	3%	\$ 209,797	\$ 171,898	22%
S30-31 St.Joseph & Lakeshore	\$ 444,913	\$ 346,111	29%	\$ 371,904	\$ 339,498	10%
S40-42 Coloma & Watervliet	\$ 272,035	\$ 278,218	-2%	\$ 258,864	\$ 253,661	2%
S50-51 Berr.Sprgs.,Eau Claire	\$ 204,391	\$ 246,411	-17%	\$ 304,071	\$ 256,335	19%
S60-66 Dowagiac & Marcellus	\$ 244,124	\$ 263,947	-8%	\$ 241,497	\$ 204,618	18%
S70 Benton Harbor	\$ 159,609	\$ 238,486	-33%	\$ 172,408	\$ 194,237	-11%
S80-89 Edw. to Cassopolis	\$ 398,921	\$ 301,627	32%	\$ 377,109	\$ 261,267	44%
S90-99 South Haven,Bangor,Covert	\$ 335,039	\$ 340,115	-1%	\$ 406,875	\$ 359,439	13%
S10-13 Hartford,Lawrence	\$ 226,033	\$ 200,266	13%	\$ 258,887	\$ 185,165	40%
I-Outside Primary Area	\$ -	\$ 1,212,500	-100%	\$ 488,985	\$ 709,093	-31%
Total	\$ 346,051	\$ 330,887	5%	\$ 333,223	\$ 314,387	6%
Area	Median Sales Price					
	June			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 445,000	\$ 389,500	14%	\$ 393,000	\$ 409,000	-4%
S20-22 Buchanan to Niles	\$ 160,000	\$ 152,000	5%	\$ 160,000	\$ 145,050	10%
S30-31 St.Joseph & Lakeshore	\$ 403,000	\$ 293,000	38%	\$ 320,000	\$ 280,850	14%
S40-42 Coloma & Watervliet	\$ 245,000	\$ 218,091	12%	\$ 217,100	\$ 192,500	13%
S50-51 Berr.Sprgs.,Eau Claire	\$ 224,500	\$ 215,000	4%	\$ 234,900	\$ 209,450	12%
S60-66 Dowagiac & Marcellus	\$ 243,000	\$ 197,500	23%	\$ 168,400	\$ 138,750	21%
S70 Benton Harbor	\$ 140,000	\$ 187,450	-25%	\$ 146,000	\$ 144,000	1%
S80-89 Edw. to Cassopolis	\$ 250,500	\$ 227,000	10%	\$ 243,000	\$ 199,950	22%
S90-99 South Haven,Bangor,Covert	\$ 273,500	\$ 292,500	-6%	\$ 290,000	\$ 275,000	5%
S10-13 Hartford,Lawrence	\$ 209,000	\$ 128,000	63%	\$ 200,000	\$ 156,000	28%
I-Outside Primary Area	\$ -	\$ 1,212,500	-100%	\$ 380,000	\$ 550,000	-31%
Total	\$ 261,000	\$ 240,000	9%	\$ 242,000	\$ 219,900	10%

Dollar Volume							
	June			YTD			
Area	2022	2021	% change	2022	2021	% change	
S1-3 Bridgman to New Buff.	\$ 25,492,844	\$ 29,087,699	-12%	\$ 105,198,182	\$ 142,722,134	-26%	
S20-22 Buchanan to Niles	\$ 10,908,650	\$ 10,929,401	0%	\$ 58,323,590	\$ 47,787,801	22%	
S30-31 St.Joseph & Lakeshore	\$ 28,474,460	\$ 27,342,797	4%	\$ 99,298,591	\$ 122,898,616	-19%	
S40-42 Coloma & Watervliet	\$ 4,624,600	\$ 4,451,492	4%	\$ 26,663,050	\$ 24,605,142	8%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 2,452,700	\$ 4,681,825	-48%	\$ 20,980,910	\$ 22,557,500	-7%	
S60-66 Dowagiac & Marcellus	\$ 2,929,499	\$ 5,278,940	-45%	\$ 17,387,851	\$ 21,280,290	-18%	
S70 Benton Harbor	\$ 3,671,025	\$ 5,246,700	-30%	\$ 22,585,511	\$ 26,804,783	-16%	
S80-89 Edw. to Cassopolis	\$ 12,765,500	\$ 8,747,200	46%	\$ 36,202,500	\$ 33,964,733	7%	
S90-99 South Haven,Bangor,Cov.	\$ 17,757,083	\$ 14,284,837	24%	\$ 100,091,388	\$ 84,108,777	19%	
S10-13 Hartford,Lawrence	\$ 3,390,500	\$ 3,004,000	13%	\$ 17,345,479	\$ 10,924,765	59%	
I-Outside Primary Area	\$ -	\$ 2,425,000	-100%	\$ 3,422,900	\$ 10,636,400	-68%	
Total	\$ 112,466,861	\$ 115,479,891	-3%	\$ 507,499,952	\$ 548,290,941	-7%	

	June	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 5,900,074	46	132	\$ 28,196,541	271	306	
Commerical-Industrial/Bus.Opp.	\$ 1,616,043	6	572	\$ 17,093,143	60	318	
Multiple Family	\$ 2,824,500	9	56	\$ 11,202,077	47	82	
Grand Total Closed	\$ 10,340,617			\$ 56,491,761			
Residential Sales Closed for Mo.	\$ 112,466,861						
Other Classes Closed for Month	\$ 10,340,617						
Total Closed Sales for Month	\$ 122,807,478						
Residential Sales Closed YTD	\$ 548,290,941						
Total Closed Sales YTD	\$ 604,782,702						
New Listings							
	June	YTD					
RES	488	1430					
LAND	111	447					
MUL	12	42					
COMM	21	110					
TOTAL	632	2029					
Total Active Listings							
	as of 6/30/2022	as of 6/30/2021					
RES	820	812					
LAND	717	837					
MUL	19	38					
COMM	191	230					
TOTAL	1747	1917					

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						
S20-22 Buchanan to Niles	54	70	64	85	85	111						
S30-31 St.Joseph & Lakeshore	63	74	75	85	109	125						
S40-42 Coloma & Watervliet	29	34	41	36	48	68						
S50-51 Berr.Sprgs.,Eau Claire	25	19	26	34	32	38						
S60-66 Dowagiac & Marcellus	27	20	28	30	36	51						
S70 Benton Harbor	52	47	53	53	66	62						
S80-89 Edw. to Cassopolis	26	30	35	34	48	48						
S90-99 South Haven,Bangor,Cov.	72	64	74	93	115	120						
S10-13 Hartford,Lawrence	23	22	23	32	40	35						
I-Outside Primary Area	3	3	1	1	3	6						
Total	470	480	530	601	721	820	0	0	0	0	0	0
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%
	210		168		244		263		313		325	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	0		0		0		0		0		0	