

June 2023

Residential Closed Sales by Area

Units Sold						
	June			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	39	40	-3%	146	187	-22%
Buchanan to Niles	49	57	-14%	236	278	-15%
St.Joseph & Lakeshore	62	64	-3%	241	267	-10%
Coloma & Watervliet	22	17	29%	88	103	-15%
Berr.Sprgs.,Eau Claire	14	12	17%	59	69	-14%
Dowagiac & Marcellus	13	12	8%	82	72	14%
Benton Harbor	20	23	-13%	110	131	-16%
Edw. to Cassopolis	13	32	-59%	93	96	-3%
South Haven,Bangor,Covert	39	53	-26%	169	246	-31%
Hartford,Lawrence	11	15	-27%	44	67	-34%
Outside Primary Area	1	0	100%	10	7	43%
Total	283	325	-13%	1278	1523	-16%
Days on Market						
	June			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	45	46	-2%	51	46	11%
Buchanan to Niles	21	14	50%	31	20	55%
St.Joseph & Lakeshore	15	22	-32%	32	33	-3%
Coloma & Watervliet	30	9	233%	44	33	33%
Berr.Sprgs.,Eau Claire	28	25	12%	60	53	13%
Dowagiac & Marcellus	38	14	171%	40	44	-9%
Benton Harbor	50	32	56%	49	38	29%
Edw. to Cassopolis	11	32	-66%	35	29	21%
South Haven,Bangor,Covert	39	20	95%	44	47	-6%
Hartford,Lawrence	31	13	138%	59	33	79%
Outside Primary Area	89	0	-	70	36	94%
Total	30	24	25%	41	36	14%

June 2023

Residential Closed Sales by Area

Area	Average Sales Price					
	June			YTD		
	2023	2022	% change	2023	2022	% change
Bridgman to New Buff.	\$ 980,137	\$ 637,321	54%	\$ 778,120	\$ 565,667	38%
Buchanan to Niles	\$ 267,415	\$ 191,379	40%	\$ 225,988	\$ 209,797	8%
St.Joseph & Lakeshore	\$ 403,279	\$ 444,913	-9%	\$ 365,914	\$ 371,904	-2%
Coloma & Watervliet	\$ 269,768	\$ 272,035	-1%	\$ 251,387	\$ 258,864	-3%
Berr.Sprgs.,Eau Claire	\$ 365,792	\$ 204,391	79%	\$ 286,515	\$ 304,071	-6%
Dowagiac & Marcellus	\$ 191,484	\$ 244,124	-22%	\$ 236,944	\$ 241,497	-2%
Benton Harbor	\$ 223,975	\$ 159,609	40%	\$ 179,599	\$ 172,408	4%
Edw. to Cassopolis	\$ 319,446	\$ 398,921	-20%	\$ 296,656	\$ 377,109	-21%
South Haven,Bangor,Covert	\$ 366,806	\$ 335,039	9%	\$ 398,122	\$ 406,875	-2%
Hartford,Lawrence	\$ 238,672	\$ 226,033	6%	\$ 249,398	\$ 258,887	-4%
Outside Primary Area	\$ 665,000	\$ -	-	\$ 579,590	\$ 488,985	19%
Total	\$ 411,289	\$ 346,051	19%	\$ 348,227	\$ 333,223	5%
Area	Median Sales Price					
	June			YTD		
	2023	2022	% change	2023	2022	% change
Bridgman to New Buff.	\$ 655,000	\$ 445,000	47%	\$ 498,500	\$ 393,000	27%
Buchanan to Niles	\$ 200,000	\$ 160,000	25%	\$ 168,750	\$ 160,000	5%
St.Joseph & Lakeshore	\$ 350,500	\$ 403,000	-13%	\$ 318,531	\$ 320,000	0%
Coloma & Watervliet	\$ 248,500	\$ 245,000	1%	\$ 210,000	\$ 217,100	-3%
Berr.Sprgs.,Eau Claire	\$ 302,500	\$ 224,500	35%	\$ 265,000	\$ 234,900	13%
Dowagiac & Marcellus	\$ 164,000	\$ 243,000	-33%	\$ 155,000	\$ 168,400	-8%
Benton Harbor	\$ 174,500	\$ 140,000	25%	\$ 148,750	\$ 146,000	2%
Edw. to Cassopolis	\$ 269,900	\$ 250,500	8%	\$ 250,000	\$ 243,000	3%
South Haven,Bangor,Covert	\$ 305,000	\$ 273,500	12%	\$ 329,500	\$ 290,000	14%
Hartford,Lawrence	\$ 195,000	\$ 209,000	-7%	\$ 190,000	\$ 200,000	-5%
Outside Primary Area	\$ 665,000	\$ -	-	\$ 412,450	\$ 380,000	9%
Total	\$ 284,500	\$ 261,000	9%	\$ 250,000	\$ 242,000	3%

Dollar Volume							
		June		YTD			
Area		2023	2022	% change	2023	2022	% change
Bridgman to New Buffalo	\$	38,225,345	\$ 25,492,844	50%	\$ 113,605,646	\$ 105,198,182	8%
Buchanan to Niles	\$	13,103,348	\$ 10,908,650	20%	\$ 53,333,306	\$ 58,323,590	-9%
St.Joseph & Lakeshore	\$	25,003,301	\$ 28,474,460	-12%	\$ 88,185,407	\$ 99,298,591	-11%
Coloma & Watervliet	\$	5,934,915	\$ 4,624,600	28%	\$ 22,122,115	\$ 26,663,050	-17%
Berrien Springs & Eau Claire	\$	5,121,099	\$ 2,452,700	109%	\$ 16,904,399	\$ 20,980,910	-19%
Dowagiac & Marcellus	\$	2,489,300	\$ 2,929,499	-15%	\$ 19,429,418	\$ 17,387,851	12%
Benton Harbor	\$	4,479,501	\$ 3,671,025	22%	\$ 19,755,908	\$ 22,585,511	-13%
Edwardsburg & Cassopolis	\$	4,152,800	\$ 12,765,500	-67%	\$ 27,589,090	\$ 36,202,500	-24%
South Haven,Bangor,Covert	\$	14,305,457	\$ 17,757,083	-19%	\$ 67,282,735	\$ 100,091,388	-33%
Hartford & Lawrence	\$	2,625,400	\$ 3,390,500	-23%	\$ 10,973,520	\$ 17,345,479	-37%
Outside Primary Area	\$	665,000	\$ -	-	\$ 5,795,900	\$ 3,422,900	69%
Total	\$	116,105,466	\$ 112,466,861	3%	\$ 444,977,444	\$ 507,499,952	-12%

		June	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$	3,834,600	45	332	\$ 25,083,683	227	351
Commerical-Industrial/Bus.Opp.	\$	2,708,299	13	158	\$ 16,074,516	54	170
Multiple Family	\$	1,085,100	5	47	\$ 5,108,400	18	37
Grand Total Closed	\$	7,627,999			\$ 46,266,599		
Residential Sales Closed for Mo.	\$	116,105,466					
Other Classes Closed for Month	\$	7,627,999					
Total Closed Sales for Month	\$	123,733,465					
Residential Sales Closed YTD	\$	444,977,444					
Total Closed Sales YTD	\$	491,244,043					
New Listings							
		June	YTD				
RES		422	1848				
LAND		74	602				
MUL		7	49				
COMM		17	126				
TOTAL		520	2625				
Total Active Listings							
		as of 6/30/23	as of 6/30/2022				
RES		760	820				
LAND		785	717				
MUL		14	19				
COMM		176	191				
TOTAL		1735	1747				

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						
Buchanan to Niles	107	93	84	87	110	116						
St. Joseph & Lakeshore	86	73	90	93	104	105						
Coloma & Watervliet	49	57	51	52	61	46						
Berrien Springs & Eau Claire	30	29	23	21	27	30						
Dowagiac & Marcellus	43	36	42	36	41	48						
Benton Harbor	51	56	55	43	51	55						
Edwardsburg & Cassopolis	46	42	36	35	34	45						
South Haven, Bangor, Covert	91	83	81	79	95	115						
Hartford & Lawrence	24	25	26	31	27	32						
Outside Primary Area	6	10	11	11	9	7						
Total	639	613	612	617	702	760	0	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												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	0		0		0		0		0		0	