

# June 2024

## Residential Closed Sales by Area

Units Sold						
	June			YTD		
	2024	2023	% change	2024	2023	% change
Area						
Bridgman to New Buff.	25	39	-36%	134	146	-8%
Buchanan to Niles	51	49	4%	258	236	9%
St.Joseph & Lakeshore	39	62	-37%	219	241	-9%
Coloma & Watervliet	25	22	14%	113	88	28%
Berr.Sprgs.,Eau Claire	11	14	-21%	37	59	-37%
Dowagiac & Marcellus	14	13	8%	79	82	-4%
Benton Harbor	16	20	-20%	88	110	-20%
Edw. to Cassopolis	17	13	31%	76	93	-18%
South Haven,Bangor,Covert	29	39	-26%	166	169	-2%
Hartford,Lawrence	12	11	9%	47	44	7%
Outside Primary Area	2	1	100%	7	10	-30%
<b>Total</b>	<b>241</b>	<b>283</b>	<b>-15%</b>	<b>1224</b>	<b>1278</b>	<b>-4%</b>
Days on Market						
	June			YTD		
	2024	2023	% change	2024	2023	% change
Area						
Bridgman to New Buff.	49	45	9%	53	51	4%
Buchanan to Niles	13	21	-38%	36	31	16%
St.Joseph & Lakeshore	25	15	67%	44	32	38%
Coloma & Watervliet	23	30	-23%	35	44	-20%
Berr.Sprgs.,Eau Claire	24	28	-14%	51	60	-15%
Dowagiac & Marcellus	27	38	-29%	39	40	-3%
Benton Harbor	36	50	-28%	40	49	-18%
Edw. to Cassopolis	53	11	382%	44	35	26%
South Haven,Bangor,Covert	40	39	3%	46	44	5%
Hartford,Lawrence	163	31	426%	80	59	36%
Outside Primary Area	88	89	-1%	77	70	10%
<b>Total</b>	<b>37</b>	<b>30</b>	<b>23%</b>	<b>44</b>	<b>41</b>	<b>7%</b>

# June 2024

## Residential Closed Sales by Area

Area	Average Sales Price					
	June			YTD		
	2024	2023	% change	2024	2023	% change
Bridgman to New Buff.	\$ 622,074	\$ 980,137	-37%	\$ 759,779	\$ 778,120	-2%
Buchanan to Niles	\$ 230,650	\$ 267,415	-14%	\$ 223,061	\$ 225,988	-1%
St.Joseph & Lakeshore	\$ 354,108	\$ 403,279	-12%	\$ 388,419	\$ 365,914	6%
Coloma & Watervliet	\$ 224,697	\$ 269,768	-17%	\$ 271,190	\$ 251,387	8%
Berr.Sprgs.,Eau Claire	\$ 358,677	\$ 365,792	-2%	\$ 384,872	\$ 286,515	34%
Dowagiac & Marcellus	\$ 234,064	\$ 191,484	22%	\$ 251,516	\$ 236,944	6%
Benton Harbor	\$ 179,350	\$ 223,975	-20%	\$ 191,711	\$ 179,599	7%
Edw. to Cassopolis	\$ 553,576	\$ 319,446	73%	\$ 396,055	\$ 296,656	34%
South Haven,Bangor,Covert	\$ 390,717	\$ 366,806	7%	\$ 385,548	\$ 398,122	-3%
Hartford,Lawrence	\$ 476,875	\$ 238,672	100%	\$ 325,108	\$ 249,398	30%
Outside Primary Area	\$ 479,450	\$ 665,000	-28%	\$ 475,342	\$ 579,590	-18%
<b>Total</b>	<b>\$ 349,616</b>	<b>\$ 411,289</b>	<b>-15%</b>	<b>\$ 358,462</b>	<b>\$ 348,227</b>	<b>3%</b>
Area	Median Sales Price					
	June			YTD		
	2024	2023	% change	2024	2023	% change
Bridgman to New Buff.	\$ 495,000	\$ 655,000	-24%	\$ 484,500	\$ 498,500	-3%
Buchanan to Niles	\$ 190,000	\$ 200,000	-5%	\$ 182,250	\$ 168,750	8%
St.Joseph & Lakeshore	\$ 346,500	\$ 350,500	-1%	\$ 330,000	\$ 318,531	4%
Coloma & Watervliet	\$ 245,000	\$ 248,500	-1%	\$ 240,000	\$ 210,000	14%
Berr.Sprgs.,Eau Claire	\$ 331,000	\$ 302,500	9%	\$ 310,000	\$ 265,000	17%
Dowagiac & Marcellus	\$ 242,450	\$ 164,000	48%	\$ 199,000	\$ 155,000	28%
Benton Harbor	\$ 168,350	\$ 174,500	-4%	\$ 179,300	\$ 148,750	21%
Edw. to Cassopolis	\$ 400,000	\$ 269,900	48%	\$ 275,000	\$ 250,000	10%
South Haven,Bangor,Covert	\$ 342,500	\$ 305,000	12%	\$ 341,250	\$ 329,500	4%
Hartford,Lawrence	\$ 251,750	\$ 195,000	29%	\$ 169,900	\$ 190,000	-11%
Outside Primary Area	\$ 279,450	\$ 665,000	-58%	\$ 521,000	\$ 412,450	26%
<b>Total</b>	<b>\$ 275,000</b>	<b>\$ 284,500</b>	<b>-3%</b>	<b>\$ 265,000</b>	<b>\$ 250,000</b>	<b>6%</b>

Dollar Volume		June			YTD		
Area	2024	2023	% change	2024	2023	% change	
Bridgman to New Buffalo	\$ 15,551,855	\$ 38,225,345	-59%	\$ 101,810,393	\$ 113,605,646	-10%	
Buchanan to Niles	\$ 11,763,200	\$ 13,103,348	-10%	\$ 57,549,804	\$ 53,333,306	8%	
St.Joseph & Lakeshore	\$ 13,810,235	\$ 25,003,301	-45%	\$ 85,063,900	\$ 88,185,407	-4%	
Coloma & Watervliet	\$ 5,617,430	\$ 5,934,915	-5%	\$ 30,644,580	\$ 22,122,115	39%	
Berrien Springs & Eau Claire	\$ 3,945,450	\$ 5,121,099	-23%	\$ 14,240,270	\$ 16,904,399	-16%	
Dowagiac & Marcellus	\$ 3,276,900	\$ 2,489,300	32%	\$ 19,869,775	\$ 19,429,418	2%	
Benton Harbor	\$ 2,869,600	\$ 4,479,501	-36%	\$ 16,870,650	\$ 19,755,908	-15%	
Edwardsburg & Cassopolis	\$ 9,410,799	\$ 4,152,800	127%	\$ 30,100,499	\$ 27,589,090	9%	
South Haven,Bangor,Covert	\$ 11,330,800	\$ 14,305,457	-21%	\$ 64,001,051	\$ 67,282,735	-5%	
Hartford & Lawrence	\$ 5,722,500	\$ 2,625,400	118%	\$ 15,280,100	\$ 10,973,520	39%	
Outside Primary Area	\$ 958,900	\$ 665,000	44%	\$ 3,327,400	\$ 5,795,900	-43%	
<b>Total</b>	<b>\$ 84,257,669</b>	<b>\$ 102,660,128</b>	<b>-18%</b>	<b>\$ 438,758,422</b>	<b>\$ 444,977,444</b>	<b>-1%</b>	
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	<b>June</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>	
Vacant Land	\$ 7,496,699	47	499	\$ 36,583,439	254	263	
Commerical-Industrial/Bus.Opp.	\$ 3,444,000	8	417	\$ 18,135,757	49	261	
Multiple Family	\$ 1,156,000	6	23	\$ 5,456,900	26	52	
<b>Grand Total Closed</b>	<b>\$ 12,096,699</b>			<b>\$ 60,176,096</b>			
<b>Residential Sales Closed for Mo.</b>	<b>\$ 84,257,669</b>						
<b>Other Classes Closed for Month</b>	<b>\$ 12,096,699</b>						
<b>Total Closed Sales for Month</b>	<b>\$ 96,354,368</b>						
<b>Residential Sales Closed YTD</b>	<b>\$ 438,758,422</b>						
<b>Total Closed Sales YTD</b>	<b>\$ 498,934,518</b>						
<b>New Listings</b>							
	<b>June</b>	<b>YTD</b>					
RES	323	1761					
LAND	83	590					
MUL	8	43					
COMM	25	164					
<b>TOTAL</b>	<b>439</b>	<b>2558</b>					
<b>Total Active Listings</b>							
	<b>as of 6/30/24</b>	<b>as of 6/30/2023</b>					
RES	889	760					
LAND	694	785					
MUL	25	14					
COMM	222	176					
<b>TOTAL</b>	<b>1830</b>	<b>1735</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						
Buchanan to Niles	113	98	100	89	118	123						
St.Joseph & Lakeshore	75	82	106	104	146	166						
Coloma & Watervliet	42	52	49	58	61	65						
Berrien Springs & Eau Claire	14	14	14	26	35	33						
Dowagiac & Marcellus	36	39	40	43	41	50						
Benton Harbor	57	45	46	52	57	65						
Edwardsburg & Cassopolis	42	41	47	48	51	61						
South Haven,Bangor,Covert	78	87	97	111	126	134						
Hartford & Lawrence	19	27	20	23	31	27						
Outside Primary Area	2	3	6	7	6	7						
<b>Total</b>	<b>569</b>	<b>590</b>	<b>641</b>	<b>684</b>	<b>804</b>	<b>889</b>	<b>0</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												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	