

# March 2022

## Residential Closed Sales by Area

Units Sold						
	March			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	29	43	-33%	72	99	-27%
S20-22 Buchanan to Niles	50	46	9%	117	116	1%
S30-31 St.Joseph & Lakeshore	40	58	-31%	104	146	-29%
S40-42 Coloma & Watervliet	16	12	33%	42	45	-7%
S50-51 Berr.Sprgs.,Eau Claire	10	12	-17%	32	33	-3%
S60-66 Dowagiac & Marcellus	10	18	-44%	30	55	-45%
S70 Benton Harbor	22	25	-12%	54	65	-17%
S80-89 Edw. to Cassopolis	13	24	-46%	30	57	-47%
S90-99 South Haven,Bangor,Covert	39	27	44%	106	103	3%
S10-13 Hartford,Lawrence	12	9	33%	30	22	36%
I-Outside Primary Area	3	4	-25%	5	8	-38%
<b>Total</b>	<b>244</b>	<b>278</b>	<b>-12%</b>	<b>622</b>	<b>749</b>	<b>-17%</b>
Days on Market						
	March			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	38	85	-55%	54	83	-35%
S20-22 Buchanan to Niles	22	27	-19%	20	32	-38%
S30-31 St.Joseph & Lakeshore	31	65	-52%	40	68	-41%
S40-42 Coloma & Watervliet	62	294	-79%	41	105	-61%
S50-51 Berr.Sprgs.,Eau Claire	49	117	-58%	60	72	-17%
S60-66 Dowagiac & Marcellus	92	27	241%	73	41	78%
S70 Benton Harbor	33	74	-55%	38	54	-30%
S80-89 Edw. to Cassopolis	26	125	-79%	32	95	-66%
S90-99 South Haven, Bangor, Covert	49	63	-22%	50	93	-46%
S10-13 Hartford,Lawrence	49	39	26%	39	62	-37%
I-Outside Primary Area	80	99	-19%	50	85	-41%
<b>Total</b>	<b>40</b>	<b>77</b>	<b>-48%</b>	<b>42</b>	<b>69</b>	<b>-39%</b>

# March 2022

## Residential Closed Sales by Area

Average Sales Price						
	March			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 483,672	\$ 719,648	-33%	\$ 343,950	665,362	-48%
S20-22 Buchanan to Niles	\$ 222,680	\$ 174,096	28%	\$ 194,747	164,559	18%
S30-31 St.Joseph & Lakeshore	\$ 304,431	\$ 285,775	7%	\$ 312,638	315,930	-1%
S40-42 Coloma & Watervliet	\$ 309,798	\$ 260,941	19%	\$ 273,108	216,415	26%
S50-51 Berr.Sprgs.,Eau Claire	\$ 260,400	\$ 299,991	-13%	\$ 344,876	197,500	75%
S60-66 Dowagiac & Marcellus	\$ 308,690	\$ 207,405	49%	\$ 223,154	125,000	79%
S70 Benton Harbor	\$ 147,956	\$ 154,118	-4%	\$ 167,143	130,000	29%
S80-89 Edw. to Cassopolis	\$ 231,261	\$ 260,260	-11%	\$ 313,883	185,000	70%
S90-99 South Haven,Bangor,Covert	\$ 405,355	\$ 438,384	-8%	\$ 419,988	226,900	85%
S10-13 Hartford,Lawrence	\$ 338,448	\$ 134,307	152%	\$ 273,592	153,000	79%
I-Outside Primary Area	\$ 768,333	\$ 1,044,250	-26%	\$ 566,380	466,000	22%
<b>Total</b>	<b>\$ 313,205</b>	<b>\$ 335,662</b>	<b>-7%</b>	<b>\$ 312,013</b>	<b>303,233</b>	<b>3%</b>
Median Sales Price						
	March			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 354,000	\$ 482,500	-27%	\$ 343,950	\$ 409,000	-16%
S20-22 Buchanan to Niles	\$ 173,000	\$ 155,000	12%	\$ 157,000	\$ 140,000	12%
S30-31 St.Joseph & Lakeshore	\$ 260,000	\$ 218,950	19%	\$ 262,500	\$ 260,500	1%
S40-42 Coloma & Watervliet	\$ 230,000	\$ 225,000	2%	\$ 225,000	\$ 185,000	22%
S50-51 Berr.Sprgs.,Eau Claire	\$ 221,250	\$ 217,950	2%	\$ 197,192	\$ 197,500	0%
S60-66 Dowagiac & Marcellus	\$ 153,750	\$ 113,750	35%	\$ 150,000	\$ 125,000	20%
S70 Benton Harbor	\$ 143,450	\$ 141,000	2%	\$ 143,450	\$ 130,000	10%
S80-89 Edw. to Cassopolis	\$ 219,000	\$ 192,500	14%	\$ 231,750	\$ 185,000	25%
S90-99 South Have, Bangor, Covert	\$ 345,000	\$ 253,800	36%	\$ 265,500	\$ 226,900	17%
S10-13 Hartford,Lawrence	\$ 195,000	\$ 106,000	84%	\$ 173,000	\$ 153,000	13%
I-Outside Primary Area	\$ 740,000	\$ 498,500	48%	\$ 515,000	\$ 466,000	11%
<b>Total</b>	<b>\$ 223,700</b>	<b>\$ 202,875</b>	<b>10%</b>	<b>\$ 220,000</b>	<b>\$ 198,000</b>	<b>11%</b>

Dollar Volume		March			YTD		
Area	2022	2021	% change	2022	2021	% change	
S1-3 Bridgman to New Buff.	\$ 14,026,514	\$ 30,944,900	-55%	\$ 35,570,514	\$ 65,870,900	-46%	
S20-22 Buchanan to Niles	\$ 11,134,028	\$ 8,008,425	39%	\$ 22,785,458	\$ 19,088,908	19%	
S30-31 St.Joseph & Lakeshore	\$ 12,177,250	\$ 16,575,000	-27%	\$ 32,514,370	\$ 46,125,916	-30%	
S40-42 Coloma & Watervliet	\$ 4,956,770	\$ 3,131,300	58%	\$ 11,470,550	\$ 9,738,700	18%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 2,604,000	\$ 3,599,900	-28%	\$ 11,036,060	\$ 7,704,275	43%	
S60-66 Dowagiac & Marcellus	\$ 3,086,900	\$ 3,733,300	-17%	\$ 6,694,645	\$ 9,672,450	-31%	
S70 Benton Harbor	\$ 3,255,043	\$ 3,852,968	-16%	\$ 9,025,745	\$ 9,486,228	-5%	
S80-89 Edw. to Cassopolis	\$ 3,006,400	\$ 6,246,245	-52%	\$ 9,416,500	\$ 14,757,032	-36%	
S90-99 South Haven,Bangor,Cov.	\$ 15,808,865	\$ 11,836,394	34%	\$ 44,518,820	\$ 35,354,751	26%	
S10-13 Hartford,Lawrence	\$ 4,061,379	\$ 1,208,765	236%	\$ 8,207,779	\$ 3,609,765	127%	
I-Outside Primary Area	\$ 2,305,000	\$ 4,177,000	-45%	\$ 2,831,900	\$ 5,706,000	-50%	
<b>Total</b>	<b>\$ 76,422,149</b>	<b>\$ 93,314,197</b>	<b>-18%</b>	<b>\$ 194,072,341</b>	<b>\$ 227,114,925</b>	<b>-15%</b>	
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	<b>March</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>	
Vacant Land	\$ 6,720,853	55	402	\$ 13,238,549	133	401	
Commerical-Industrial/Bus.Opp.	\$ 6,318,150	19	311	\$ 11,746,550	36	300	
Multiple Family	\$ 1,525,952	8	239	\$ 4,110,352	21	123	
<b>Total</b>	<b>\$ 14,564,955</b>			<b>\$ 29,095,451</b>			
Residential Sales Closed for Mo	\$ 76,422,149						
Other Classes Closed for Month	\$ 14,564,955						
<b>Total Closed Sales for Month</b>	<b>\$ 90,987,104</b>						
Residential Sales Closed YTD	\$ 194,072,341						
<b>Total Closed Sales YTD</b>	<b>\$ 223,167,792</b>						
<b>New Listings</b>							
	<b>March</b>	<b>YTD</b>					
RES	343	718					
LAND	110	267					
MUL	7	20					
COMM	22	67					
<b>TOTAL</b>	<b>482</b>	<b>1072</b>					
<b>Total Active Listings</b>							
	<b>as of 3/31/22</b>	<b>as of 3/31/21</b>					
RES	530	665					
LAND	649	864					
MUL	18	25					
COMM	207	241					
<b>TOTAL</b>	<b>1404</b>	<b>1795</b>					

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									
S20-22 Buchanan to Niles	54	70	64									
S30-31 St.Joseph & Lakeshore	63	74	75									
S40-42 Coloma & Watervliet	29	34	41									
S50-51 Berr.Sprgs.,Eau Claire	25	19	26									
S60-66 Dowagiac & Marcellus	27	20	28									
S70 Benton Harbor	52	47	53									
S80-89 Edw. to Cassopolis	26	30	35									
S90-99 South Haven,Bangor,Cov.	72	64	74									
S10-13 Hartford,Lawrence	23	22	23									
I-Outside Primary Area	3	3	1									
<b>Total</b>	<b>470</b>	<b>480</b>	<b>530</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
2021 Residential Sold Sales Condition												
2022												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	0	0%	3	2%	5	2%						
Short Sale	0	0%	0	0%	0	0%						
Sold at Auction	0	0%	0	0%	0	0%						
Other	11	5%	5	3%	12	5%						
Not Applicable	<u>199</u>	95%	<u>160</u>	95%	<u>227</u>	93%						
	<b>210</b>		<b>168</b>		<b>244</b>		<b>0</b>		<b>0</b>		<b>0</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>	