

March 2023

Residential Closed Sales by Area

Units Sold						
	March			YTD		
	2023	2022	% change	2023	2022	% change
Area						
S1-3 Bridgman to New Buff.	28	29	-3%	54	72	-25%
S20-22 Buchanan to Niles	44	50	-12%	107	117	-9%
S30-31 St.Joseph & Lakeshore	36	40	-10%	93	104	-11%
S40-42 Coloma & Watervliet	16	16	0%	37	42	-12%
S50-51 Berr.Sprgs.,Eau Claire	13	10	30%	22	32	-31%
S60-66 Dowagiac & Marcellus	16	10	60%	38	30	27%
S70 Benton Harbor	18	22	-18%	54	54	0%
S80-89 Edw. to Cassopolis	15	13	15%	44	30	47%
S90-99 South Haven,Bangor,Covert	33	39	-15%	69	106	-35%
S10-13 Hartford,Lawrence	14	12	17%	22	30	-27%
I-Outside Primary Area	3	3	0%	5	5	0%
Total	236	244	-3%	545	622	-12%
Days on Market						
	March			YTD		
	2023	2022	% change	2023	2022	% change
Area						
S1-3 Bridgman to New Buff.	73	38	92%	65	54	20%
S20-22 Buchanan to Niles	26	22	18%	29	20	45%
S30-31 St.Joseph & Lakeshore	46	31	48%	42	40	5%
S40-42 Coloma & Watervliet	63	62	2%	50	41	22%
S50-51 Berr.Sprgs.,Eau Claire	55	49	12%	54	60	-10%
S60-66 Dowagiac & Marcellus	57	92	-38%	57	73	-22%
S70 Benton Harbor	58	33	76%	53	38	39%
S80-89 Edw. to Cassopolis	47	26	81%	37	32	16%
S90-99 South Haven, Bangor, Covert	75	49	53%	56	50	12%
S10-13 Hartford,Lawrence	115	49	135%	90	39	131%
I-Outside Primary Area	89	80	11%	73	50	46%
Total	57	40	43%	48	42	14%

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Residential Closed Sales by Area

Average Sales Price						
	March			YTD		
	2023	2022	% change	2023	2022	% change
Area						
S1-3 Bridgman to New Buff.	\$ 699,217	\$ 483,672	45%	\$ 662,903	\$ 494,034	34%
S20-22 Buchanan to Niles	\$ 168,553	\$ 222,680	-24%	\$ 186,215	\$ 194,747	-4%
S30-31 St.Joseph & Lakeshore	\$ 322,377	\$ 304,431	6%	\$ 327,250	\$ 312,638	5%
S40-42 Coloma & Watervliet	\$ 247,606	\$ 309,798	-20%	\$ 205,094	\$ 273,108	-25%
S50-51 Berr.Sprgs.,Eau Claire	\$ 187,300	\$ 260,400	-28%	\$ 203,427	\$ 344,876	-41%
S60-66 Dowagiac & Marcellus	\$ 268,691	\$ 308,690	-13%	\$ 217,927	\$ 223,154	-2%
S70 Benton Harbor	\$ 171,844	\$ 147,956	16%	\$ 160,126	\$ 167,143	-4%
S80-89 Edw. to Cassopolis	\$ 203,506	\$ 231,261	-12%	\$ 302,342	\$ 313,883	-4%
S90-99 South Haven,Bangor,Covert	\$ 433,152	\$ 405,355	7%	\$ 383,631	\$ 419,988	-9%
S10-13 Hartford,Lawrence	\$ 297,577	\$ 338,448	-12%	\$ 267,994	\$ 273,592	-2%
I-Outside Primary Area	\$ 645,333	\$ 768,333	-16%	\$ 500,200	\$ 566,380	-12%
Total	\$ 321,345	\$ 313,205	3%	\$ 299,667	\$ 312,013	-4%
Median Sales Price						
	March			YTD		
	2023	2022	% change	2023	2022	% change
Area						
S1-3 Bridgman to New Buff.	\$ 516,000	\$ 354,000	46%	\$ 420,000	\$ 343,950	22%
S20-22 Buchanan to Niles	\$ 155,500	\$ 173,000	-10%	\$ 159,000	\$ 157,000	1%
S30-31 St.Joseph & Lakeshore	\$ 271,500	\$ 260,000	4%	\$ 278,000	\$ 262,500	6%
S40-42 Coloma & Watervliet	\$ 193,000	\$ 230,000	-16%	\$ 169,900	\$ 225,000	-24%
S50-51 Berr.Sprgs.,Eau Claire	\$ 179,900	\$ 221,250	-19%	\$ 185,000	\$ 197,192	-6%
S60-66 Dowagiac & Marcellus	\$ 147,500	\$ 153,750	-4%	\$ 128,000	\$ 150,000	-15%
S70 Benton Harbor	\$ 139,450	\$ 143,450	-3%	\$ 146,000	\$ 143,450	2%
S80-89 Edw. to Cassopolis	\$ 200,000	\$ 219,000	-9%	\$ 252,500	\$ 231,750	9%
S90-99 South Have, Bangor, Covert	\$ 329,900	\$ 345,000	-4%	\$ 315,000	\$ 265,500	19%
S10-13 Hartford,Lawrence	\$ 275,450	\$ 195,000	41%	\$ 209,000	\$ 173,000	21%
I-Outside Primary Area	\$ 351,000	\$ 740,000	-53%	\$ 351,000	\$ 515,000	-32%
Total	\$ 233,500	\$ 223,700	4%	\$ 219,000	\$ 220,000	0%

Dollar Volume		March			YTD		
Area	2023	2022	% change	2023	2022	% change	
S1-3 Bridgman to New Buff.	19,578,100	\$ 14,026,514	40%	\$ 35,796,800	\$ 35,570,514	1%	
S20-22 Buchanan to Niles	7,416,332	\$ 11,134,028	-33%	\$ 19,925,059	\$ 22,785,458	-13%	
S30-31 St.Joseph & Lakeshore	11,605,600	\$ 12,177,250	-5%	\$ 30,434,300	\$ 32,514,370	-6%	
S40-42 Coloma & Watervliet	3,961,700	\$ 4,956,770	-20%	\$ 7,588,500	\$ 11,470,550	-34%	
S50-51 Berr.Sprgs.,Eau Claire	2,434,900	\$ 2,604,000	-6%	\$ 4,475,400	\$ 11,036,060	-59%	
S60-66 Dowagiac & Marcellus	4,299,065	\$ 3,086,900	39%	\$ 8,281,244	\$ 6,694,645	24%	
S70 Benton Harbor	3,093,200	\$ 3,255,043	-5%	\$ 8,646,815	\$ 9,025,745	-4%	
S80-89 Edw. to Cassopolis	3,052,600	\$ 3,006,400	2%	\$ 13,303,050	\$ 9,416,500	41%	
S90-99 South Haven,Bangor,Cov.	14,294,030	\$ 15,808,865	-10%	\$ 26,470,545	\$ 44,518,820	-41%	
S10-13 Hartford,Lawrence	4,166,081	\$ 4,061,379	3%	\$ 5,895,881	\$ 8,207,779	-28%	
I-Outside Primary Area	1,936,000	\$ 2,305,000	-	\$ 2,501,000	\$ 2,831,900	-12%	
Total	\$ 75,837,608	\$ 76,422,149	-1%	\$ 163,318,594	\$ 194,072,341	-16%	

	March	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 5,939,480	45	594	\$ 11,614,230	105	499	
Commerical-Industrial/Bus.Opp.	\$ 3,480,000	11	193	\$ 8,114,500	22	138	
Multiple Family	\$ -	0	0	\$ 970,000	5	29	
Total	\$ 9,419,480			\$ 20,698,730			
Residential Sales Closed for Mo	\$ 75,837,608						
Other Classes Closed for Month	\$ 9,419,480						
Total Closed Sales for Month	\$ 85,257,088						
Residential Sales Closed YTD	\$ 163,318,594						
Total Closed Sales YTD	\$ 184,017,324						
New Listings							
	March	YTD					
RES	194	712					
LAND	80	277					
MUL	5	36					
COMM	24	59					
TOTAL	303	1084					
Total Active Listings							
	as of 3/31/23	as of 3/31/22					
RES	612	530					
LAND	677	649					
MUL	14	18					
COMM	202	207					
TOTAL	1505	1404					

Total Active Residential Listings by Area												
2023												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
S1-3 Bridgman to New Buff.	106	109	113									
S20-22 Buchanan to Niles	107	93	84									
S30-31 St.Joseph & Lakeshore	86	73	90									
S40-42 Coloma & Watervliet	49	57	51									
S50-51 Berr.Sprgs.,Eau Claire	30	29	23									
S60-66 Dowagiac & Marcellus	43	36	42									
S70 Benton Harbor	51	56	55									
S80-89 Edw. to Cassopolis	46	42	36									
S90-99 South Haven,Bangor,Cov.	91	83	81									
S10-13 Hartford,Lawrence	24	25	26									
I-Outside Primary Area	6	10	11									
Total	639	613	612	0	0	0	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%						
Short Sale	0	0%	0	0%	0	0%						
Sold at Auction	0	0%	0	0%	0	0%						
Other	7	5%	14	9%	11	5%						
Not Applicable	<u>141</u>	93%	<u>140</u>	89%	<u>217</u>	92%						
	151		158		236		0		0		0	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	0		0		0		0		0		0	