

March 2024

Residential Closed Sales by Area

Units Sold						
Area	March			YTD		
	2024	2023	% change	2024	2023	% change
S1-3 Bridgman to New Buff.	21	28	-25%	49	54	-9%
S20-22 Buchanan to Niles	41	44	-7%	118	107	10%
S30-31 St.Joseph & Lakeshore	37	36	3%	88	93	-5%
S40-42 Coloma & Watervliet	16	16	0%	41	37	11%
S50-51 Berr.Sprgs.,Eau Claire	5	13	-62%	13	22	-41%
S60-66 Dowagiac & Marcellus	14	16	-13%	39	38	3%
S70 Benton Harbor	17	18	-6%	40	54	-26%
S80-89 Edw. to Cassopolis	18	15	20%	29	44	-34%
S90-99 South Haven,Bangor,Covert	27	33	-18%	69	69	0%
S10-13 Hartford,Lawrence	6	14	-57%	22	22	0%
I-Outside Primary Area	0	3	100%	2	5	-60%
Total	202	236	-14%	510	545	-6%
Days on Market						
Area	March			YTD		
	2024	2023	% change	2024	2023	% change
S1-3 Bridgman to New Buff.	49	73	-33%	47	65	-28%
S20-22 Buchanan to Niles	60	26	131%	45	29	55%
S30-31 St.Joseph & Lakeshore	108	46	135%	72	42	71%
S40-42 Coloma & Watervliet	29	63	-54%	46	50	-8%
S50-51 Berr.Sprgs.,Eau Claire	113	55	105%	82	54	52%
S60-66 Dowagiac & Marcellus	56	57	-2%	49	57	-14%
S70 Benton Harbor	50	58	-14%	38	53	-28%
S80-89 Edw. to Cassopolis	57	47	21%	47	37	27%
S90-99 South Haven, Bangor, Covert	34	75	-55%	50	56	-11%
S10-13 Hartford,Lawrence	87	115	-24%	49	90	-46%
I-Outside Primary Area	0	89	100%	44	73	-40%
Total	62	57	9%	51	48	6%

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Residential Closed Sales by Area

Average Sales Price						
	March			YTD		
	2024	2023	% change	2024	2023	% change
Area						
S1-3 Bridgman to New Buff.	\$ 608,720	\$ 699,217	-13%	\$ 701,148	\$ 662,903	6%
S20-22 Buchanan to Niles	\$ 215,237	\$ 168,553	28%	\$ 203,625	\$ 186,215	9%
S30-31 St.Joseph & Lakeshore	\$ 404,508	\$ 322,377	25%	\$ 402,162	\$ 327,250	23%
S40-42 Coloma & Watervliet	\$ 235,674	\$ 247,606	-5%	\$ 222,190	\$ 205,094	8%
S50-51 Berr.Sprgs.,Eau Claire	\$ 318,700	\$ 187,300	70%	\$ 475,176	\$ 203,427	134%
S60-66 Dowagiac & Marcellus	\$ 332,671	\$ 268,691	24%	\$ 278,986	\$ 217,927	28%
S70 Benton Harbor	\$ 156,797	\$ 171,844	-9%	\$ 192,448	\$ 160,126	20%
S80-89 Edw. to Cassopolis	\$ 322,983	\$ 203,506	59%	\$ 348,356	\$ 302,342	15%
S90-99 South Haven,Bangor,Covert	\$ 331,132	\$ 433,152	-24%	\$ 322,683	\$ 383,631	-16%
S10-13 Hartford,Lawrence	\$ 162,966	\$ 297,577	-45%	\$ 233,890	\$ 267,994	-13%
I-Outside Primary Area	\$ -	\$ 645,333	100%	\$ 418,750	\$ 500,200	-16%
Total	\$ 321,752	\$ 321,345	0%	\$ 325,471	\$ 299,667	9%
Median Sales Price						
	March			YTD		
	2024	2023	% change	2024	2023	% change
Area						
S1-3 Bridgman to New Buff.	\$ 449,000	\$ 516,000	-13%	\$ 423,150	\$ 420,000	1%
S20-22 Buchanan to Niles	\$ 169,900	\$ 155,500	9%	\$ 170,000	\$ 159,000	7%
S30-31 St.Joseph & Lakeshore	\$ 316,000	\$ 271,500	16%	\$ 332,450	\$ 278,000	20%
S40-42 Coloma & Watervliet	\$ 230,000	\$ 193,000	19%	\$ 214,000	\$ 169,900	26%
S50-51 Berr.Sprgs.,Eau Claire	\$ 151,000	\$ 179,900	-16%	\$ 295,000	\$ 185,000	59%
S60-66 Dowagiac & Marcellus	\$ 205,000	\$ 147,500	39%	\$ 199,000	\$ 128,000	55%
S70 Benton Harbor	\$ 149,900	\$ 139,450	7%	\$ 182,500	\$ 146,000	25%
S80-89 Edw. to Cassopolis	\$ 267,500	\$ 200,000	34%	\$ 260,000	\$ 252,500	3%
S90-99 South Have, Bangor, Covert	\$ 331,000	\$ 329,900	0%	\$ 299,900	\$ 315,000	-5%
S10-13 Hartford,Lawrence	\$ 161,450	\$ 275,450	-41%	\$ 160,000	\$ 209,000	-23%
I-Outside Primary Area	\$ -	\$ 351,000	100%	\$ 418,750	\$ 351,000	19%
Total	\$ 250,000	\$ 233,500	7%	\$ 245,000	\$ 219,000	12%

Dollar Volume		March			YTD		
Area	2024	2023	% change	2024	2023	% change	
S1-3 Bridgman to New Buff.	\$ 12,783,127	19,578,100	-35%	\$ 34,356,278	\$ 35,796,800	-4%	
S20-22 Buchanan to Niles	\$ 8,824,744	7,416,332	19%	\$ 24,027,844	\$ 19,925,059	21%	
S30-31 St.Joseph & Lakeshore	\$ 14,966,800	11,605,600	29%	\$ 35,390,330	\$ 30,434,300	16%	
S40-42 Coloma & Watervliet	\$ 3,770,790	3,961,700	-5%	\$ 9,109,815	\$ 7,588,500	20%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 1,593,500	2,434,900	-35%	\$ 6,177,300	\$ 4,475,400	38%	
S60-66 Dowagiac & Marcellus	\$ 4,657,400	4,299,065	8%	\$ 10,880,475	\$ 8,281,244	31%	
S70 Benton Harbor	\$ 2,665,550	3,093,200	-14%	\$ 7,697,950	\$ 8,646,815	-11%	
S80-89 Edw. to Cassopolis	\$ 5,813,700	3,052,600	90%	\$ 10,102,400	\$ 13,303,050	-24%	
S90-99 South Haven,Bangor,Cov.	\$ 8,940,575	14,294,030	-37%	\$ 22,265,150	\$ 26,470,545	-16%	
S10-13 Hartford,Lawrence	\$ 977,800	4,166,081	-77%	\$ 5,145,600	\$ 5,895,881	-13%	
I-Outside Primary Area	\$ -	1,936,000	100%	\$ 837,500	\$ 2,501,000	-67%	
Total	\$ 64,993,986	\$ 75,837,608	-14%	\$ 165,990,642	\$ 163,318,594	2%	

	March	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 5,731,900	50	204	\$ 17,398,300	104	194	
Commerical-Industrial/Bus.Opp.	\$ 1,827,000	6	109	\$ 7,944,257	23	226	
Multiple Family	\$ 1,371,000	6	65	\$ 3,138,400	14	65	
Total	\$ 8,929,900			\$ 28,480,957			
Residential Sales Closed for Mo	\$ 64,993,986						
Other Classes Closed for Month	\$ 8,929,900						
Total Closed Sales for Month	\$ 73,923,886						
Residential Sales Closed YTD	\$ 165,990,642						
Total Closed Sales YTD	\$ 194,471,599						
New Listings							
	March	YTD					
RES	322	750					
LAND	141	282					
MUL	10	21					
COMM	28	82					
TOTAL	501	1135					
Total Active Listings							
	as of 3/31/24	as of 3/31/23					
RES	641	612					
LAND	643	677					
MUL	22	14					
COMM	194	202					
TOTAL	1500	1505					

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									
Buchanan to Niles	113	98	100									
St. Joseph & Lakeshore	75	82	106									
Coloma & Watervliet	42	52	49									
Berrien Springs & Eau Claire	14	14	14									
Dowagiac & Marcellus	36	39	40									
Benton Harbor	57	45	46									
Edwardsburg & Cassopolis	42	41	47									
South Haven, Bangor, Covert	78	87	97									
Hartford & Lawrence	19	27	20									
Outside Primary Area	2	3	6									
Total	569	590	641	0	0	0	0	0	0	0	0	0
2023 Residential Sold Sales Condition												
2024												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	9	6%	9	6%	3	2%						
Short Sale	0	0%	0	0%	0	0%						
Sold at Auction	0	0%	0	0%	0	0%						
Other	3	2%	4	3%	6	3%						
Not Applicable	<u>148</u>	92%	<u>135</u>	91%	<u>193</u>	95%						
	160		148		202		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	