

May 2022

Residential Closed Sales by Area

Units Sold						
	May			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	39	60	-35%	147	193	-24%
S20-22 Buchanan to Niles	63	57	11%	221	219	1%
S30-31 St.Joseph & Lakeshore	48	68	-29%	203	283	-28%
S40-42 Coloma & Watervliet	19	22	-14%	86	81	6%
S50-51 Berr.Sprgs.,Eau Claire	20	20	0%	57	69	-17%
S60-66 Dowagiac & Marcellus	17	16	6%	60	84	-29%
S70 Benton Harbor	26	30	-13%	108	116	-7%
S80-89 Edw. to Cassopolis	20	30	-33%	64	101	-37%
S90-99 South Haven,Bangor,Covert	46	37	24%	193	192	1%
S10-13 Hartford,Lawrence	14	10	40%	52	44	18%
I-Outside Primary Area	1	2	-50%	7	13	-46%
Total	313	352	-11%	1198	1395	-14%
Days on Market						
	May			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	24	28	-14%	46	52	-12%
S20-22 Buchanan to Niles	20	20	0%	22	26	-15%
S30-31 St.Joseph & Lakeshore	32	36	-11%	37	52	-29%
S40-42 Coloma & Watervliet	37	40	-8%	37	44	-16%
S50-51 Berr.Sprgs.,Eau Claire	59	55	7%	59	56	5%
S60-66 Dowagiac & Marcellus	22	63	-65%	50	45	11%
S70 Benton Harbor	50	30	67%	39	45	-13%
S80-89 Edw. to Cassopolis	39	43	-9%	28	67	-58%
S90-99 South Haven,Bangor,Covert	35	64	-45%	55	82	-33%
S10-13 Hartford,Lawrence	22	64	-66%	39	52	-25%
I-Outside Primary Area	4	58	-93%	36	81	-56%
Total	32	39	-18%	40	49	-18%

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Residential Closed Sales by Area

Average Sales Price						
Area	May			YTD		
	2022	2021	% change	2022	2021	% change
	S1-3 Bridgman to New Buff.	\$ 579,310	\$ 484,760	20%	\$ 542,213	\$ 588,779
S20-22 Buchanan to Niles	\$ 225,580	\$ 152,644	48%	\$ 214,547	\$ 168,303	27%
S30-31 St.Joseph & Lakeshore	\$ 369,750	\$ 367,414	1%	\$ 348,887	\$ 337,653	3%
S40-42 Coloma & Watervliet	\$ 289,415	\$ 246,918	17%	\$ 256,261	\$ 248,810	3%
S50-51 Berr.Sprgs.,Eau Claire	\$ 308,490	\$ 306,545	1%	\$ 325,056	\$ 259,067	25%
S60-66 Dowagiac & Marcellus	\$ 236,247	\$ 202,556	17%	\$ 240,972	\$ 190,492	26%
S70 Benton Harbor	\$ 199,786	\$ 244,398	-18%	\$ 176,134	\$ 185,845	-5%
S80-89 Edw. to Cassopolis	\$ 437,655	\$ 253,183	73%	\$ 366,203	\$ 249,678	47%
S90-99 South Haven,Bangor,Covert	\$ 364,071	\$ 353,620	3%	\$ 426,602	\$ 363,692	17%
S10-13 Hartford,Lawrence	\$ 275,742	\$ 183,050	51%	\$ 268,364	\$ 180,017	49%
I-Outside Primary Area	\$ 380,000	\$ 265,000	43%	\$ 488,985	\$ 631,646	-23%
Total	\$ 336,015	\$ 306,666	10%	\$ 339,743	\$ 310,262	10%
Median Sales Price						
Area	May			YTD		
	2022	2021	% change	2022	2021	% change
	S1-3 Bridgman to New Buff.	\$ 393,000	\$ 410,000	-4%	\$ 380,000	\$ 410,000
S20-22 Buchanan to Niles	\$ 175,000	\$ 135,000	30%	\$ 160,000	\$ 137,500	16%
S30-31 St.Joseph & Lakeshore	\$ 329,750	\$ 277,450	19%	\$ 296,500	\$ 265,295	12%
S40-42 Coloma & Watervliet	\$ 236,535	\$ 163,250	45%	\$ 215,000	\$ 185,000	16%
S50-51 Berr.Sprgs.,Eau Claire	\$ 269,250	\$ 247,500	9%	\$ 252,900	\$ 209,000	21%
S60-66 Dowagiac & Marcellus	\$ 185,000	\$ 138,750	33%	\$ 162,750	\$ 133,000	22%
S70 Benton Harbor	\$ 194,000	\$ 134,950	44%	\$ 147,000	\$ 140,500	5%
S80-89 Edw. to Cassopolis	\$ 252,500	\$ 203,000	24%	\$ 226,250	\$ 185,000	22%
S90-99 South Haven,Bangor,Covert	\$ 290,500	\$ 305,000	-5%	\$ 297,000	\$ 266,250	12%
S10-13 Hartford,Lawrence	\$ 210,000	\$ 190,000	11%	\$ 192,600	\$ 158,750	21%
I-Outside Primary Area	\$ 380,000	\$ 265,000	43%	\$ 380,000	\$ 410,000	-7%
Total	\$ 250,000	\$ 225,000	11%	\$ 235,000	\$ 212,400	11%

Dollar Volume							
Area	May			YTD			
	2022	2021	% change	2022	2021	% change	
S1-3 Bridgman to New Buff.	\$ 22,593,125	\$ 29,085,635	-22%	\$ 79,705,338	\$ 113,634,435	-30%	
S20-22 Buchanan to Niles	\$ 14,211,577	\$ 8,700,712	63%	\$ 47,414,940	\$ 36,858,400	29%	
S30-31 St.Joseph & Lakeshore	\$ 17,748,016	\$ 24,984,189	-29%	\$ 70,824,131	\$ 95,555,819	-26%	
S40-42 Coloma & Watervliet	\$ 5,498,885	\$ 5,432,200	1%	\$ 22,038,450	\$ 20,153,650	9%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 6,169,800	\$ 6,130,900	1%	\$ 18,528,210	\$ 17,875,675	4%	
S60-66 Dowagiac & Marcellus	\$ 4,016,207	\$ 3,240,900	24%	\$ 14,458,352	\$ 16,001,350	-10%	
S70 Benton Harbor	\$ 5,194,450	\$ 7,331,955	-29%	\$ 18,914,486	\$ 21,558,083	-12%	
S80-89 Edw. to Cassopolis	\$ 8,753,100	\$ 7,595,501	15%	\$ 23,437,000	\$ 25,217,533	-7%	
S90-99 South Haven,Bangor,Cov.	\$ 16,747,270	\$ 13,083,959	28%	\$ 82,334,305	\$ 69,828,940	18%	
S10-13 Hartford,Lawrence	\$ 3,860,400	\$ 1,830,500	111%	\$ 13,954,979	\$ 7,920,765	76%	
I-Outside Primary Area	\$ 380,000	\$ 530,000	-28%	\$ 3,422,900	\$ 8,211,400	-58%	
Total	\$ 105,172,830	\$ 107,946,451	-3%	\$ 395,033,091	\$ 432,816,050	-9%	

	May	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 3,820,250	45	275	\$ 22,296,467	225	341	
Commerical-Industrial/Bus.Opp.	\$ 2,050,750	11	387	\$ 15,477,100	54	290	
Multiple Family	\$ 3,425,725	13	14	\$ 8,377,577	38	88	
Grand Total Closed	\$ 9,296,725			\$ 46,151,144			
Residential Sales Closed for Mo	\$ 105,172,830						
Other Classes Closed for Month	\$ 9,296,725						
Total Closed Sales for Month	\$ 114,469,555						
Residential Sales Closed YTD	\$ 395,033,091						
Total Closed Sales YTD	\$ 441,184,235						
New Listings							
	May	YTD					
RES	339	1430					
LAND	78	447					
MUL	5	42					
COMM	26	110					
TOTAL	448	2029					
Total Active Listings							
	as of 5/31/22	as of 5/31/21					
RES	721	743					
LAND	699	880					
MUL	20	28					
COMM	200	249					
TOTAL	1640	1900					

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	118	139							
S20-22 Buchanan to Niles	54	70	64	85	85							
S30-31 St.Joseph & Lakeshore	63	74	75	85	109							
S40-42 Coloma & Watervliet	29	34	41	36	48							
S50-51 Berr.Sprgs.,Eau Claire	25	19	26	34	32							
S60-66 Dowagiac & Marcellus	27	20	28	30	36							
S70 Benton Harbor	52	47	53	53	66							
S80-89 Edw. to Cassopolis	26	30	35	34	48							
S90-99 South Haven,Bangor,Cov.	72	64	74	93	115							
S10-13 Hartford,Lawrence	23	22	23	32	40							
I-Outside Primary Area	3	3	1	1	3							
Total	470	480	530	601	721	0	0	0	0	0	0	0
2021 Residential Sold Sales Condition												
2022												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	0	0%	3	2%	5	2%	3	1%	3	1%		
Short Sale	0	0%	0	0%	0	0%	0	0%	0	0%		
Sold at Auction	0	0%	0	0%	0	0%	0	0%	1	1%		
Other	11	5%	5	3%	12	5%	13	5%	7	2%		
Not Applicable	<u>199</u>	95%	<u>160</u>	95%	<u>227</u>	93%	<u>247</u>	94%	<u>302</u>	96%		
	210		168		244		263		313		0	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	0		0		0		0		0		0	