

# May 2023

## Residential Closed Sales by Area

Units Sold						
	May			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	36	39	-8%	107	147	-27%
Buchanan to Niles	40	63	-37%	187	221	-15%
St.Joseph & Lakeshore	56	48	17%	179	203	-12%
Coloma & Watervliet	18	19	-5%	66	86	-23%
Berr.Sprgs.,Eau Claire	11	20	-45%	45	57	-21%
Dowagiac & Marcellus	19	17	12%	69	60	15%
Benton Harbor	18	26	-31%	90	108	-17%
Edw. to Cassopolis	18	20	-10%	80	64	25%
South Haven,Bangor,Covert	27	46	-41%	130	193	-33%
Hartford,Lawrence	10	14	-29%	33	52	-37%
Outside Primary Area	3	1	200%	9	7	29%
<b>Total</b>	<b>256</b>	<b>313</b>	<b>-18%</b>	<b>995</b>	<b>1198</b>	<b>-17%</b>
Days on Market						
	May			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	43	24	79%	53	46	15%
Buchanan to Niles	39	20	95%	34	22	55%
St.Joseph & Lakeshore	20	32	-38%	38	37	3%
Coloma & Watervliet	58	37	57%	49	37	32%
Berr.Sprgs.,Eau Claire	69	59	17%	70	59	19%
Dowagiac & Marcellus	30	22	36%	41	50	-18%
Benton Harbor	41	50	-18%	49	39	26%
Edw. to Cassopolis	39	39	0%	39	28	39%
South Haven,Bangor,Covert	13	35	-63%	46	55	-16%
Hartford,Lawrence	27	22	23%	69	39	77%
Outside Primary Area	57	4	1325%	68	36	89%
<b>Total</b>	<b>35</b>	<b>32</b>	<b>9%</b>	<b>44</b>	<b>40</b>	<b>10%</b>

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## Residential Closed Sales by Area

Average Sales Price						
Area	May			YTD		
	2023	2022	% change	2023	2022	% change
	<b>Bridgman to New Buff.</b>	\$ 834,150	\$ 579,310	44%	\$ 704,488	\$ 542,213
<b>Buchanan to Niles</b>	\$ 305,239	\$ 225,580	35%	\$ 215,133	\$ 214,547	0%
<b>St.Joseph &amp; Lakeshore</b>	\$ 363,830	\$ 369,750	-2%	\$ 352,972	\$ 348,887	1%
<b>Coloma &amp; Watervliet</b>	\$ 361,905	\$ 289,415	25%	\$ 245,260	\$ 256,261	-4%
<b>Berr.Sprgs.,Eau Claire</b>	\$ 310,272	\$ 308,490	1%	\$ 261,851	\$ 325,056	-19%
<b>Dowagiac &amp; Marcellus</b>	\$ 311,918	\$ 236,247	32%	\$ 245,508	\$ 240,972	2%
<b>Benton Harbor</b>	\$ 225,021	\$ 199,786	13%	\$ 169,737	\$ 176,134	-4%
<b>Edw. to Cassopolis</b>	\$ 258,386	\$ 437,655	-41%	\$ 292,953	\$ 366,203	-20%
<b>South Haven,Bangor,Covert</b>	\$ 412,016	\$ 364,071	13%	\$ 407,517	\$ 426,602	-4%
<b>Hartford,Lawrence</b>	\$ 228,723	\$ 275,742	-17%	\$ 252,973	\$ 268,364	-6%
<b>Outside Primary Area</b>	\$ 693,300	\$ 380,000	82%	\$ 570,100	\$ 488,985	17%
<b>Total</b>	<b>\$ 401,016</b>	<b>\$ 336,015</b>	<b>19%</b>	<b>\$ 330,498</b>	<b>\$ 339,743</b>	<b>-3%</b>
Median Sales Price						
Area	May			YTD		
	2023	2022	% change	2023	2022	% change
	<b>Bridgman to New Buff.</b>	\$ 492,525	\$ 393,000	25%	\$ 467,000	\$ 380,000
<b>Buchanan to Niles</b>	\$ 178,782	\$ 175,000	2%	\$ 164,000	\$ 160,000	3%
<b>St.Joseph &amp; Lakeshore</b>	\$ 300,575	\$ 329,750	-9%	\$ 295,000	\$ 296,500	-1%
<b>Coloma &amp; Watervliet</b>	\$ 259,950	\$ 236,535	10%	\$ 187,000	\$ 215,000	-13%
<b>Berr.Sprgs.,Eau Claire</b>	\$ 360,000	\$ 269,250	34%	\$ 260,000	\$ 252,900	3%
<b>Dowagiac &amp; Marcellus</b>	\$ 220,000	\$ 185,000	19%	\$ 150,000	\$ 162,750	-8%
<b>Benton Harbor</b>	\$ 142,000	\$ 194,000	-27%	\$ 140,000	\$ 147,000	-5%
<b>Edw. to Cassopolis</b>	\$ 191,000	\$ 252,500	-24%	\$ 242,000	\$ 226,250	7%
<b>South Haven,Bangor,Covert</b>	\$ 345,000	\$ 290,500	19%	\$ 333,450	\$ 297,000	12%
<b>Hartford,Lawrence</b>	\$ 180,450	\$ 210,000	-14%	\$ 185,000	\$ 192,600	-4%
<b>Outside Primary Area</b>	\$ 399,900	\$ 380,000	5%	\$ 339,900	\$ 380,000	-11%
<b>Total</b>	<b>\$ 280,500</b>	<b>\$ 250,000</b>	<b>12%</b>	<b>\$ 240,000</b>	<b>\$ 235,000</b>	<b>2%</b>

Dollar Volume							
Area	May			YTD			
	2023	2022	% change	2023	2022	% change	
Bridgman to New Buffalo	30,029,400	\$ 22,593,125	33%	75,380,301	\$ 79,705,338	-5%	
Buchanan to Niles	12,209,564	\$ 14,211,577	-14%	40,229,958	\$ 47,414,940	-15%	
St.Joseph & Lakeshore	20,374,499	\$ 17,748,016	15%	63,182,106	\$ 70,824,131	-11%	
Coloma & Watervliet	6,514,300	\$ 5,498,885	18%	16,187,200	\$ 22,038,450	-27%	
Berrien Springs & Eau Claire	3,413,000	\$ 6,169,800	-45%	11,783,300	\$ 18,528,210	-36%	
Dowagiac & Marcellus	5,926,450	\$ 4,016,207	48%	16,940,118	\$ 14,458,352	17%	
Benton Harbor	4,050,380	\$ 5,194,450	-22%	15,276,407	\$ 18,914,486	-19%	
Edwardsburg & Cassopolis	4,650,950	\$ 8,753,100	-47%	23,436,290	\$ 23,437,000	0%	
South Haven,Bangor,Covert	11,124,446	\$ 16,747,270	-34%	52,977,278	\$ 82,334,305	-36%	
Hartford & Lawrence	2,287,239	\$ 3,860,400	-41%	8,348,120	\$ 13,954,979	-40%	
Outside Primary Area	2,079,900	\$ 380,000	447%	5,130,900	\$ 3,422,900	50%	
<b>Total</b>	<b>102,660,128</b>	<b>\$ 105,172,830</b>	<b>-2%</b>	<b>328,871,978</b>	<b>\$ 395,033,091</b>	<b>-17%</b>	
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	<b>May</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>	
Vacant Land	\$ 5,725,003	32	179	\$ 21,249,083	182	359	
Commerical-Industrial/Bus.Opp.	\$ 3,576,717	12	173	\$ 13,366,217	41	174	
Multiple Family	\$ 453,300	5	24	\$ 4,023,300	13	34	
<b>Grand Total Closed</b>	<b>\$ 9,755,020</b>			<b>\$ 38,638,600</b>			
Residential Sales Closed for Mo	\$ 102,660,128						
Other Classes Closed for Month	\$ 9,755,020						
<b>Total Closed Sales for Month</b>	<b>\$ 112,415,148</b>						
Residential Sales Closed YTD	\$ 328,871,978						
<b>Total Closed Sales YTD</b>	<b>\$ 367,510,578</b>						
<b>New Listings</b>							
	<b>May</b>	<b>YTD</b>					
RES	383	1426					
LAND	153	528					
MUL	2	42					
COMM	30	109					
<b>TOTAL</b>	<b>568</b>	<b>2105</b>					
<b>Total Active Listings</b>							
	<b>as of 5/31/23</b>	<b>as of 5/31/22</b>					
RES	703	721					
LAND	796	699					
MUL	10	20					
COMM	184	200					
<b>TOTAL</b>	<b>1693</b>	<b>1640</b>					

Total Active Residential Listings by Area												
2023												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Bridgman to New Buffalo	106	109	113	129	143							
Buchanan to Niles	107	93	84	87	110							
St. Joseph & Lakeshore	86	73	90	93	104							
Coloma & Watervliet	49	57	51	52	61							
Berrien Springs & Eau Claire	30	29	23	21	27							
Dowagiac & Marcellus	43	36	42	36	41							
Benton Harbor	51	56	55	43	51							
Edwardsburg & Cassopolis	46	42	36	35	34							
South Haven, Bangor, Covert	91	83	81	79	95							
Hartford & Lawrence	24	25	26	31	27							
Outside Primary Area	6	10	11	11	9							
<b>Total</b>	<b>639</b>	<b>613</b>	<b>612</b>	<b>617</b>	<b>702</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
2023 Residential Sold Sales Condition												
2023												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	3	2%	4	2%	8	3%	5	3%	6	2%		
Short Sale	0	0%	0	0%	0	0%	0	0%	0	0%		
Sold at Auction	0	0%	0	0%	0	0%	0	0%	3	1%		
Other	7	5%	14	9%	11	5%	4	2%	11	5%		
Not Applicable	<u>141</u>	93%	<u>140</u>	89%	<u>217</u>	92%	<u>185</u>	95%	<u>236</u>	92%		
	<b>151</b>		<b>158</b>		<b>236</b>		<b>194</b>		<b>256</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>	