

# May 2024

## Residential Closed Sales by Area

Units Sold						
	May			YTD		
	2024	2023	% change	2024	2023	% change
Area						
Bridgman to New Buff.	31	36	-14%	109	107	2%
Buchanan to Niles	35	40	-13%	207	187	11%
St.Joseph & Lakeshore	45	56	-20%	180	179	1%
Coloma & Watervliet	20	18	11%	88	66	33%
Berr.Sprgs.,Eau Claire	3	11	-73%	26	45	-42%
Dowagiac & Marcellus	11	19	-42%	65	69	-6%
Benton Harbor	19	18	6%	72	90	-20%
Edw. to Cassopolis	17	18	-6%	59	80	-26%
South Haven,Bangor,Covert	36	27	33%	137	130	5%
Hartford,Lawrence	7	10	-30%	35	33	6%
Outside Primary Area	2	3	-33%	5	9	-44%
<b>Total</b>	<b>226</b>	<b>256</b>	<b>-12%</b>	<b>983</b>	<b>995</b>	<b>-1%</b>
Days on Market						
	May			YTD		
	2024	2023	% change	2024	2023	% change
Area						
Bridgman to New Buff.	74	43	72%	54	53	2%
Buchanan to Niles	35	39	-10%	42	34	24%
St.Joseph & Lakeshore	22	20	10%	47	38	24%
Coloma & Watervliet	26	58	-55%	38	49	-22%
Berr.Sprgs.,Eau Claire	5	69	-93%	62	70	-11%
Dowagiac & Marcellus	20	30	-33%	41	41	0%
Benton Harbor	40	41	-2%	41	49	-16%
Edw. to Cassopolis	36	39	-8%	42	39	8%
South Haven,Bangor,Covert	37	13	185%	47	46	2%
Hartford,Lawrence	51	27	89%	51	69	-26%
Outside Primary Area	135	57	137%	73	68	7%
<b>Total</b>	<b>38</b>	<b>35</b>	<b>9%</b>	<b>46</b>	<b>44</b>	<b>5%</b>

# May 2024

## Residential Closed Sales by Area

Average Sales Price						
Area	May			YTD		
	2024	2023	% change	2024	2023	% change
	Bridgman to New Buff.	\$ 795,106	\$ 834,150	-5%	\$ 791,362	\$ 704,488
Buchanan to Niles	\$ 275,046	\$ 305,239	-10%	\$ 221,191	\$ 215,133	3%
St.Joseph & Lakeshore	\$ 407,102	\$ 363,830	12%	\$ 395,853	\$ 352,972	12%
Coloma & Watervliet	\$ 375,463	\$ 361,905	4%	\$ 284,399	\$ 245,260	16%
Berr.Sprgs.,Eau Claire	\$ 314,933	\$ 310,272	2%	\$ 395,954	\$ 261,851	51%
Dowagiac & Marcellus	\$ 205,772	\$ 311,918	-34%	\$ 255,275	\$ 245,508	4%
Benton Harbor	\$ 220,442	\$ 225,021	-2%	\$ 194,459	\$ 169,737	15%
Edw. to Cassopolis	\$ 397,264	\$ 258,386	54%	\$ 350,672	\$ 292,953	20%
South Haven,Bangor,Covert	\$ 469,038	\$ 412,016	14%	\$ 384,454	\$ 407,517	-6%
Hartford,Lawrence	\$ 260,357	\$ 228,723	14%	\$ 273,074	\$ 252,973	8%
Outside Primary Area	\$ 690,500	\$ 693,300	0%	\$ 473,700	\$ 570,100	-17%
<b>Total</b>	<b>\$ 416,819</b>	<b>\$ 401,016</b>	<b>4%</b>	<b>\$ 360,631</b>	<b>\$ 330,498</b>	<b>9%</b>
Median Sales Price						
Area	May			YTD		
	2024	2023	% change	2024	2023	% change
	Bridgman to New Buff.	\$ 570,000	\$ 492,525	16%	\$ 474,000	\$ 467,000
Buchanan to Niles	\$ 226,000	\$ 178,782	26%	\$ 179,500	\$ 164,000	9%
St.Joseph & Lakeshore	\$ 315,000	\$ 300,575	5%	\$ 326,750	\$ 295,000	11%
Coloma & Watervliet	\$ 289,495	\$ 259,950	11%	\$ 240,000	\$ 187,000	28%
Berr.Sprgs.,Eau Claire	\$ 329,300	\$ 360,000	-9%	\$ 306,900	\$ 260,000	18%
Dowagiac & Marcellus	\$ 165,000	\$ 220,000	-25%	\$ 195,000	\$ 150,000	30%
Benton Harbor	\$ 198,000	\$ 142,000	39%	\$ 179,950	\$ 140,000	29%
Edw. to Cassopolis	\$ 275,000	\$ 191,000	44%	\$ 260,000	\$ 242,000	7%
South Haven,Bangor,Covert	\$ 372,500	\$ 345,000	8%	\$ 240,000	\$ 333,450	-28%
Hartford,Lawrence	\$ 190,000	\$ 180,450	5%	\$ 167,500	\$ 185,000	-9%
Outside Primary Area	\$ 690,500	\$ 399,900	73%	\$ 521,000	\$ 339,900	53%
<b>Total</b>	<b>\$ 290,000</b>	<b>\$ 280,500</b>	<b>3%</b>	<b>\$ 265,000</b>	<b>\$ 240,000</b>	<b>10%</b>

Dollar Volume							
Area	May			YTD			
	2024	2023	% change	2024	2023	% change	
Bridgman to New Buffalo	\$ 24,648,300	\$ 30,029,400	-18%	\$ 86,258,538	\$ 75,380,301	14%	
Buchanan to Niles	\$ 9,901,665	\$ 12,209,564	-19%	\$ 45,786,604	\$ 40,229,958	14%	
St.Joseph & Lakeshore	\$ 18,319,600	\$ 20,374,499	-10%	\$ 71,253,665	\$ 63,182,106	13%	
Coloma & Watervliet	\$ 7,509,265	\$ 6,514,300	15%	\$ 25,027,150	\$ 16,187,200	55%	
Berrien Springs & Eau Claire	\$ 944,800	\$ 3,413,000	-72%	\$ 10,294,820	\$ 11,783,300	-13%	
Dowagiac & Marcellus	\$ 2,263,500	\$ 5,926,450	-62%	\$ 16,592,875	\$ 16,940,118	-2%	
Benton Harbor	\$ 4,188,400	\$ 4,050,380	3%	\$ 14,001,050	\$ 15,276,407	-8%	
Edwardsburg & Cassopolis	\$ 6,753,500	\$ 4,650,950	45%	\$ 20,689,700	\$ 23,436,290	-12%	
South Haven,Bangor,Covert	\$ 16,885,401	\$ 11,124,446	52%	\$ 52,670,251	\$ 52,977,278	-1%	
Hartford & Lawrence	\$ 1,822,500	\$ 2,287,239	-20%	\$ 9,557,600	\$ 8,348,120	14%	
Outside Primary Area	\$ 1,381,000	\$ 2,079,900	-34%	\$ 2,368,500	\$ 5,130,900	-54%	
<b>Total</b>	<b>\$ 94,617,931</b>	<b>\$ 102,660,128</b>	<b>-8%</b>	<b>\$ 354,500,753</b>	<b>\$ 328,871,978</b>	<b>8%</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	\$ 7,146,340	57	229	\$ 29,086,740	207	209	
Commerical-Industrial/Bus.Opp.	\$ 983,000	6	235	\$ 14,691,757	41	230	
Multiple Family	\$ 686,000	4	56	\$ 4,300,900	20	61	
<b>Grand Total Closed</b>	<b>\$ 8,815,340</b>			<b>\$ 48,079,397</b>			
<b>Residential Sales Closed for Mo</b>	<b>\$ 94,617,931</b>						
<b>Other Classes Closed for Month</b>	<b>\$ 8,815,340</b>						
<b>Total Closed Sales for Month</b>	<b>\$ 103,433,271</b>						
<b>Residential Sales Closed YTD</b>	<b>\$ 354,500,753</b>						
<b>Total Closed Sales YTD</b>	<b>\$ 402,580,150</b>						
<b>New Listings</b>							
	<b>May</b>	<b>YTD</b>					
RES	426	1438					
LAND	126	507					
MUL	8	35					
COMM	21	139					
<b>TOTAL</b>	<b>581</b>	<b>2119</b>					
<b>Total Active Listings</b>							
	<b>as of 5/31/24</b>	<b>as of 5/31/23</b>					
RES	804	703					
LAND	685	796					
MUL	24	10					
COMM	220	184					
<b>TOTAL</b>	<b>1733</b>	<b>1693</b>					

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	123	132							
Buchanan to Niles	113	98	100	89	118							
St.Joseph & Lakeshore	75	82	106	104	146							
Coloma & Watervliet	42	52	49	58	61							
Berrien Springs & Eau Claire	14	14	14	26	35							
Dowagiac & Marcellus	36	39	40	43	41							
Benton Harbor	57	45	46	52	57							
Edwardsburg & Cassopolis	42	41	47	48	51							
South Haven,Bangor,Covert	78	87	97	111	126							
Hartford & Lawrence	19	27	20	23	31							
Outside Primary Area	2	3	6	7	6							
<b>Total</b>	<b>569</b>	<b>590</b>	<b>641</b>	<b>684</b>	<b>804</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
2024 Residential Sold Sales Condition												
2024												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	9	6%	9	6%	3	2%	1	0%	2	1%		
Short Sale	0	0%	0	0%	0	0%	1	0%	0	0%		
Sold at Auction	0	0%	0	0%	0	0%	1	0%	0	0%		
Other	3	2%	4	3%	6	3%	7	3%	12	5%		
Not Applicable	<u>148</u>	92%	<u>135</u>	91%	<u>193</u>	95%	<u>236</u>	97%	<u>212</u>	94%		
	<b>160</b>		<b>148</b>		<b>202</b>		<b>246</b>		<b>226</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>	