

# November 2022

## Residential Closed Sales by Area

Units Sold						
	November			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	37	35	6%	378	460	-18%
S20-22 Buchanan to Niles	58	59	-2%	563	601	-6%
S30-31 St.Joseph & Lakeshore	49	70	-30%	555	746	-26%
S40-42 Coloma & Watervliet	19	26	-27%	229	230	0%
S50-51 Berr.Sprgs.,Eau Claire	12	20	-40%	137	181	-24%
S60-66 Dowagiac & Marcellus	10	17	-41%	155	210	-26%
S70 Benton Harbor	37	29	28%	284	279	2%
S80-89 Edw. to Cassopolis	19	19	0%	214	237	-10%
S90-99 South Haven,Bangor,Covert	28	47	-40%	451	486	-7%
S10-13 Hartford,Lawrence	7	10	-30%	115	137	-16%
I-Outside Primary Area	1	2	-50%	14	26	-46%
<b>Total</b>	<b>277</b>	<b>334</b>	<b>-17%</b>	<b>3095</b>	<b>3593</b>	<b>-14%</b>
Days on Market						
	November			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	43	63	-32%	35	51	-31%
S20-22 Buchanan to Niles	27	22	23%	19	24	-21%
S30-31 St.Joseph & Lakeshore	21	21	0%	24	38	-37%
S40-42 Coloma & Watervliet	40	34	18%	28	43	-35%
S50-51 Berr.Sprgs.,Eau Claire	37	32	16%	40	45	-11%
S60-66 Dowagiac & Marcellus	25	31	-19%	33	38	-13%
S70 Benton Harbor	28	37	-24%	31	35	-11%
S80-89 Edw. to Cassopolis	30	52	-42%	25	52	-52%
S90-99 South Haven,Bangor,Covert	38	63	-40%	33	56	-41%
S10-13 Hartford,Lawrence	49	22	123%	34	54	-37%
I-Outside Primary Area	44	24	83%	27	78	-65%
<b>Total</b>	<b>31</b>	<b>37</b>	<b>-16%</b>	<b>28</b>	<b>42</b>	<b>-33%</b>

## December 2022

### Residential Closed Sales by Area

Average Sales Price						
	November			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 631,167	\$ 604,449	4%	\$ 629,015	\$ 591,329	6%
S20-22 Buchanan to Niles	\$ 228,389	\$ 180,038	27%	\$ 216,614	\$ 180,904	20%
S30-31 St.Joseph & Lakeshore	\$ 377,409	\$ 350,116	8%	\$ 374,003	\$ 354,415	6%
S40-42 Coloma & Watervliet	\$ 242,785	\$ 306,455	-21%	\$ 272,649	\$ 284,537	-4%
S50-51 Berr.Sprgs.,Eau Claire	\$ 271,583	\$ 219,050	24%	\$ 294,064	\$ 269,292	9%
S60-66 Dowagiac & Marcellus	\$ 280,025	\$ 186,694	50%	\$ 258,686	\$ 230,361	12%
S70 Benton Harbor	\$ 161,824	\$ 182,771	-11%	\$ 177,296	\$ 198,262	-11%
S80-89 Edw. to Cassopolis	\$ 331,326	\$ 354,505	-7%	\$ 373,549	\$ 265,665	41%
S90-99 South Haven,Bangor,Covert	\$ 399,334	\$ 445,793	-10%	\$ 386,568	\$ 374,386	3%
S10-13 Hartford,Lawrence	\$ 306,142	\$ 229,030	34%	\$ 268,108	\$ 223,909	20%
I-Outside Primary Area	\$ 550,000	\$ 552,500	0%	\$ 611,707	\$ 672,015	-9%
<b>Total</b>	<b>\$ 331,848</b>	<b>\$ 322,192</b>	<b>3%</b>	<b>\$ 340,595</b>	<b>\$ 321,755</b>	<b>6%</b>
Median Sales Price						
	November			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 467,000.00	\$ 495,000	-6%	\$ 413,500	\$ 401,000	3%
S20-22 Buchanan to Niles	\$ 173,250.00	\$ 158,600	9%	\$ 165,500	\$ 150,000	10%
S30-31 St.Joseph & Lakeshore	\$ 289,900.00	\$ 273,250	6%	\$ 320,000	\$ 283,200	13%
S40-42 Coloma & Watervliet	\$ 217,525.00	\$ 207,000	5%	\$ 215,000	\$ 189,950	13%
S50-51 Berr.Sprgs.,Eau Claire	\$ 257,000.00	\$ 206,000	25%	\$ 249,000	\$ 226,000	10%
S60-66 Dowagiac & Marcellus	\$ 226,500.00	\$ 195,000	16%	\$ 184,900	\$ 169,950	9%
S70 Benton Harbor	\$ 139,900.00	\$ 162,500	-14%	\$ 145,500	\$ 160,500	-9%
S80-89 Edw. to Cassopolis	\$ 250,000.00	\$ 305,000	-18%	\$ 257,000	\$ 200,000	29%
S90-99 South Haven,Bangor,Covert	\$ 282,950.00	\$ 350,000	-19%	\$ 284,400	\$ 277,000	3%
S10-13 Hartford,Lawrence	\$ 176,000.00	\$ 191,000	-8%	\$ 200,000	\$ 185,000	8%
I-Outside Primary Area	\$ 550,000.00	\$ 552,500	0%	\$ 447,500	\$ 485,000	-8%
<b>Total</b>	<b>\$ 224,900.00</b>	<b>\$ 220,000</b>	<b>2%</b>	<b>\$ 245,001</b>	<b>\$ 225,000</b>	<b>9%</b>

Dollar Volume		November			YTD		
Area	2022	2021	% change	2022	2021	% change	
S1-3 Bridgman to New Buff.	\$ 23,353,210	\$ 21,155,720	10%	\$ 237,767,688	\$ 272,011,580	-13%	
S20-22 Buchanan to Niles	\$ 13,246,600	\$ 10,622,299	25%	\$ 121,954,129	\$ 108,723,669	12%	
S30-31 St.Joseph & Lakeshore	\$ 18,493,067	\$ 24,508,165	-25%	\$ 207,571,667	\$ 264,393,942	-21%	
S40-42 Coloma & Watervliet	\$ 4,612,925	\$ 7,967,849	-42%	\$ 62,436,801	\$ 65,443,736	-5%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 3,259,000	\$ 4,381,017	-26%	\$ 40,286,771	\$ 48,741,980	-17%	
S60-66 Dowagiac & Marcellus	\$ 2,800,250	\$ 3,173,800	-12%	\$ 40,096,383	\$ 48,375,909	-17%	
S70 Benton Harbor	\$ 5,987,499	\$ 4,720,367	27%	\$ 50,352,171	\$ 55,315,168	-9%	
S80-89 Edw. to Cassopolis	\$ 6,295,200	\$ 6,735,600	-7%	\$ 79,939,650	\$ 62,962,833	27%	
S90-99 South Haven,Bangor,Cov.	\$ 11,181,379	\$ 20,952,300	-47%	\$ 174,342,607	\$ 181,952,005	-4%	
S10-13 Hartford,Lawrence	\$ 2,143,000	\$ 2,290,300	-6%	\$ 30,832,429	\$ 30,675,605	1%	
I-Outside Primary Area	\$ 550,000	\$ 1,105,000	-50%	\$ 8,563,900	\$ 17,472,400	-51%	
<b>Total</b>	<b>\$ 91,922,130</b>	<b>\$ 107,612,417</b>	<b>-15%</b>	<b>\$ 1,054,144,196</b>	<b>\$ 1,156,068,827</b>	<b>-9%</b>	
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	<b>November</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>	
Vacant Land	\$ 2,788,705	32	207	\$ 55,106,243	488	283	
Commerical-Industrial/Bus.Opp.	\$ 2,152,000	10	255	\$ 30,160,990	102	236	
Multiple Family	\$ -	0	0	\$ 15,869,777	66	60	
<b>Total Other Classes</b>	<b>\$ 4,940,705</b>			<b>\$ 101,137,010</b>			
Residential Sales Closed for Mo	\$ 91,922,130						
Other Classes Closed for Month	\$ 4,940,700						
<b>Total Closed Sales for Month</b>	<b>\$ 96,862,830</b>						
Residential Sales Closed YTD	\$ 1,054,144,196						
<b>Total Closed Sales YTD</b>	<b>\$ 1,155,281,206</b>						
<b>New Listings</b>							
	<b>November</b>	<b>YTD</b>					
RES	245	3037					
LAND	59	788					
MUL	5	66					
COMM	18	219					
<b>TOTAL</b>	<b>327</b>	<b>4110</b>					
<b>Total Active Listings</b>							
	<b>as of 11/30/22</b>	<b>as of 11/30/21</b>					
RES	769	702					
LAND	712	739					
MUL	17	26					
COMM	214	232					
<b>TOTAL</b>	<b>1712</b>	<b>1699</b>					

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	156	165	179	166	157	130	
S20-22 Buchanan to Niles	54	70	64	85	85	111	125	127	121	122	129	
S30-31 St.Joseph & Lakeshore	63	74	75	85	109	125	139	143	142	143	113	
S40-42 Coloma & Watervliet	29	34	41	36	48	68	60	70	67	62	60	
S50-51 Berr.Sprgs.,Eau Claire	25	19	26	34	32	38	43	31	35	43	42	
S60-66 Dowagiac & Marcellus	27	20	28	30	36	51	57	51	45	44	40	
S70 Benton Harbor	52	47	53	53	66	62	58	68	92	79	72	
S80-89 Edw. to Cassopolis	26	30	35	34	48	48	58	56	60	59	48	
S90-99 South Haven,Bangor,Cov.	72	64	74	93	115	120	126	125	124	123	98	
S10-13 Hartford,Lawrence	23	22	23	32	40	35	34	25	33	32	31	
I-Outside Primary Area	3	3	1	1	3	6	8	8	10	9	6	
<b>Total</b>	<b>470</b>	<b>480</b>	<b>530</b>	<b>601</b>	<b>721</b>	<b>820</b>	<b>873</b>	<b>883</b>	<b>895</b>	<b>873</b>	<b>769</b>	<b>0</b>
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%	4	1%
Short Sale	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
Sold at Auction	0	0%	0	0%	0	0%	0	0%	1	1%	1	1%
Other	11	5%	5	3%	12	5%	13	5%	7	2%	14	4%
Not Applicable	<u>199</u>	95%	<u>160</u>	95%	<u>227</u>	93%	<u>247</u>	94%	<u>302</u>	96%	<u>306</u>	94%
	<b>210</b>		<b>168</b>		<b>244</b>		<b>263</b>		<b>313</b>		<b>325</b>	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned	2	1%	4	1%	1	0%	9	3%	1	0%		
Short Sale	0	0%	0	0%	1	0%	0	0%	0	0%		
Sold at Auction	0	0%	0	0%	1	0%	0	0%	2	1%		
Other	19	6%	18	5%	9	3%	10	3%	17	6%		
Not Applicable	<u>301</u>	93%	<u>318</u>	94%	<u>327</u>	97%	<u>275</u>	94%	<u>257</u>	93%		
	<b>322</b>		<b>340</b>		<b>339</b>		<b>294</b>		<b>277</b>		<b>0</b>	