

November 2023

Residential Closed Sales by Area

Units Sold						
	November			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	27	37	-27%	315	378	-17%
Buchanan to Niles	39	58	-33%	485	563	-14%
St.Joseph & Lakeshore	37	49	-24%	463	555	-17%
Coloma & Watervliet	10	19	-47%	180	229	-21%
Berr.Sprgs.,Eau Claire	6	12	-50%	116	137	-15%
Dowagiac & Marcellus	12	10	20%	157	155	1%
Benton Harbor	24	37	-35%	220	284	-23%
Edw. to Cassopolis	14	19	-26%	190	214	-11%
South Haven,Bangor,Covert	33	28	18%	366	451	-19%
Hartford,Lawrence	1	7	-86%	84	115	-27%
Outside Primary Area	3	1	200%	24	14	71%
Total	206	277	-26%	2600	3095	-16%
Days on Market						
	November			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	30	43	-30%	47	35	34%
Buchanan to Niles	35	27	30%	29	19	53%
St.Joseph & Lakeshore	35	21	67%	30	24	25%
Coloma & Watervliet	82	40	105%	46	28	64%
Berr.Sprgs.,Eau Claire	25	37	-32%	47	40	18%
Dowagiac & Marcellus	31	25	24%	42	33	27%
Benton Harbor	30	28	7%	40	31	29%
Edw. to Cassopolis	24	30	-20%	31	25	24%
South Haven,Bangor,Covert	33	38	-13%	39	33	18%
Hartford,Lawrence	1	49	-98%	44	34	29%
Outside Primary Area	20	44	-55%	37	27	37%
Total	34	31	10%	37	28	32%

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Average Sales Price						
	November			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	\$ 612,064	\$ 631,167	-3%	\$ 714,278	\$ 629,015	14%
Buchanan to Niles	\$ 225,182	\$ 228,389	-1%	\$ 239,986	\$ 216,614	11%
St.Joseph & Lakeshore	\$ 430,394	\$ 377,409	14%	\$ 382,265	\$ 374,003	2%
Coloma & Watervliet	\$ 367,440	\$ 242,785	51%	\$ 291,979	\$ 272,649	7%
Berr.Sprgs.,Eau Claire	\$ 285,750	\$ 271,583	5%	\$ 304,020	\$ 294,064	3%
Dowagiac & Marcellus	\$ 168,291	\$ 280,025	-40%	\$ 237,121	\$ 258,686	-8%
Benton Harbor	\$ 180,618	\$ 161,824	12%	\$ 209,928	\$ 177,296	18%
Edw. to Cassopolis	\$ 305,392	\$ 331,326	-8%	\$ 335,084	\$ 373,549	-10%
South Haven,Bangor,Covert	\$ 352,057	\$ 399,334	-12%	\$ 405,498	\$ 386,568	5%
Hartford,Lawrence	\$ 180,900	\$ 306,142	-41%	\$ 245,153	\$ 268,108	-9%
Outside Primary Area	\$ 703,000	\$ 550,000	28%	\$ 554,507	\$ 611,707	-9%
Total	\$ 341,990	\$ 331,848	3%	\$ 359,615	\$ 340,595	6%
Median Sales Price						
	November			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	\$ 548,000	\$ 467,000.00	17%	\$ 491,000	\$ 413,500	19%
Buchanan to Niles	\$ 165,000	\$ 173,250.00	-5%	\$ 185,000	\$ 165,500	12%
St.Joseph & Lakeshore	\$ 351,500	\$ 289,900.00	21%	\$ 328,500	\$ 320,000	3%
Coloma & Watervliet	\$ 342,500	\$ 217,525.00	57%	\$ 233,500	\$ 215,000	9%
Berr.Sprgs.,Eau Claire	\$ 239,000	\$ 257,000.00	-7%	\$ 269,950	\$ 249,000	8%
Dowagiac & Marcellus	\$ 154,500	\$ 226,500.00	-32%	\$ 165,000	\$ 184,900	-11%
Benton Harbor	\$ 128,250	\$ 139,900.00	-8%	\$ 155,500	\$ 145,500	7%
Edw. to Cassopolis	\$ 270,750	\$ 250,000.00	8%	\$ 274,900	\$ 257,000	7%
South Haven,Bangor,Covert	\$ 312,000	\$ 282,950.00	10%	\$ 320,000	\$ 284,400	13%
Hartford,Lawrence	\$ 180,900	\$ 176,000.00	3%	\$ 194,499	\$ 200,000	-3%
Outside Primary Area	\$ 785,000	\$ 550,000.00	43%	\$ 417,500	\$ 447,500	-7%
Total	\$ 265,000	\$ 224,900.00	18%	\$ 260,625	\$ 245,001	6%

Dollar Volume							
		November			YTD		
Area		2023	2022	% change	2023	2022	% change
Bridgman to New Buffalo	\$	16,525,746	\$ 23,353,210	-29%	\$ 224,997,747	\$ 237,767,688	-5%
Buchanan to Niles	\$	8,782,099	\$ 13,246,600	-34%	\$ 116,393,558	\$ 121,954,129	-5%
St.Joseph & Lakeshore	\$	15,924,600	\$ 18,493,067	-14%	\$ 176,988,827	\$ 207,571,667	-15%
Coloma & Watervliet	\$	3,674,400	\$ 4,612,925	-20%	\$ 52,556,362	\$ 62,436,801	-16%
Berrien Springs & Eau Claire	\$	1,714,500	\$ 3,259,000	-47%	\$ 35,266,374	\$ 40,286,771	-12%
Dowagiac & Marcellus	\$	2,019,500	\$ 2,800,250	-28%	\$ 37,228,017	\$ 40,096,383	-7%
Benton Harbor	\$	4,334,855	\$ 5,987,499	-28%	\$ 46,184,188	\$ 50,352,171	-8%
Edwardsburg & Cassopolis	\$	4,275,500	\$ 6,295,200	-32%	\$ 63,666,033	\$ 79,939,650	-20%
South Haven,Bangor,Covert	\$	11,617,900	\$ 11,181,379	4%	\$ 148,412,450	\$ 174,342,607	-15%
Hartford & Lawrence	\$	180,900	\$ 2,143,000	-92%	\$ 20,592,868	\$ 30,832,429	-33%
Outside Primary Area	\$	2,109,000	\$ 550,000	283%	\$ 13,308,175	\$ 8,563,900	55%
Total	\$	71,159,000	\$ 91,922,130	-23%	\$ 935,594,599	\$ 1,054,144,196	-11%

		November	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$	4,629,350	35	465	62,677,711	486	278
Commerical-Industrial/Bus.Opp.	\$	3,222,000	6	142	29,818,916	84	153
Multiple Family	\$	235,000	1	14	10,643,531	35	39
Total Other Classes	\$	8,086,350			103,140,158		
Residential Sales Closed for Mo	\$	89,440,700					
Other Classes Closed for Month	\$	8,086,350					
Total Closed Sales for Month	\$	97,527,050					
Residential Sales Closed YTD	\$	935,594,599					
Total Closed Sales YTD	\$	1,038,734,757					

New Listings							
		November	YTD				
RES		227	3528				
LAND		36	956				
MUL		8	86				
COMM		13	262				
TOTAL		284	4832				

Total Active Listings							
		as of 11/30/23	as of 11/30/22				
RES		760	769				
LAND		683	712				
MUL		26	17				
COMM		222	214				
TOTAL		1691	1712				

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	161	172	168	147	134	123	
Buchanan to Niles	107	93	84	87	110	116	114	125	131	127	126	
St. Joseph & Lakeshore	86	73	90	93	104	105	118	125	132	128	131	
Coloma & Watervliet	49	57	51	52	61	46	44	49	50	51	56	
Berrien Springs & Eau Claire	30	29	23	21	27	30	42	44	34	31	24	
Dowagiac & Marcellus	43	36	42	36	41	48	48	52	51	48	48	
Benton Harbor	51	56	55	43	51	55	50	45	59	67	62	
Edwardsburg & Cassopolis	46	42	36	35	34	45	46	46	53	43	43	
South Haven, Bangor, Covert	91	83	81	79	95	115	124	139	124	124	108	
Hartford & Lawrence	24	25	26	31	27	32	34	30	30	34	29	
Outside Primary Area	6	10	11	11	9	7	8	25	19	15	10	
Total	639	613	612	617	702	760	800	848	830	802	760	0
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%	5	2%
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%	3	1%	1	1%
Other	7	5%	14	9%	11	5%	4	2%	11	5%	9	3%
Not Applicable	<u>141</u>	93%	<u>140</u>	89%	<u>217</u>	92%	<u>185</u>	95%	<u>236</u>	92%	<u>268</u>	94%
	151		158		236		194		256		283	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned	2	1%	8	3%	8	3%	4	1%	5	2%		
Short Sale	0	0%	0	0%	0	0%	0	0%	1	1%		
Sold at Auction	1	0%	1	0%	1	1%	0	0%	0	0%		
Other	7	3%	15	5%	13	5%	11	4%	6	3%		
Not Applicable	<u>258</u>	96%	<u>291</u>	92%	<u>237</u>	91%	<u>258</u>	95%	<u>194</u>	94%		
	268		315		259		273		206		0	