

October 2022

Residential Closed Sales by Area

Units Sold						
	October			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	32	49	-35%	340	425	-20%
S20-22 Buchanan to Niles	58	64	-9%	506	542	-7%
S30-31 St.Joseph & Lakeshore	53	67	-21%	506	676	-25%
S40-42 Coloma & Watervliet	29	27	7%	210	204	3%
S50-51 Berr.Sprgs.,Eau Claire	5	24	-79%	125	161	-22%
S60-66 Dowagiac & Marcellus	13	23	-43%	145	193	-25%
S70 Benton Harbor	30	23	30%	247	250	-1%
S80-89 Edw. to Cassopolis	20	18	11%	195	218	-11%
S90-99 South Haven,Bangor,Covert	45	57	-21%	423	439	-4%
S10-13 Hartford,Lawrence	6	14	-57%	108	127	-15%
I-Outside Primary Area	3	1	200%	13	24	-46%
Total	294	367	-20%	2818	3259	-14%
Days on Market						
	October			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	38	48	-21%	34	50	-32%
S20-22 Buchanan to Niles	24	16	50%	18	24	-25%
S30-31 St.Joseph & Lakeshore	22	33	-33%	24	40	-40%
S40-42 Coloma & Watervliet	39	10	290%	27	44	-39%
S50-51 Berr.Sprgs.,Eau Claire	70	49	43%	40	47	-15%
S60-66 Dowagiac & Marcellus	32	38	-16%	33	38	-13%
S70 Benton Harbor	47	38	24%	32	35	-9%
S80-89 Edw. to Cassopolis	32	24	33%	25	52	-52%
S90-99 South Haven,Bangor,Covert	47	54	-13%	33	56	-41%
S10-13 Hartford,Lawrence	141	34	315%	33	57	-42%
I-Outside Primary Area	23	39	-41%	26	82	-68%
Total	37	35	6%	28	43	-35%

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Residential Closed Sales by Area

Area	Average Sales Price					
	October			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 654,981	\$ 594,694	10%	\$ 629,542	\$ 590,249	7%
S20-22 Buchanan to Niles	\$ 226,340	\$ 176,305	28%	\$ 215,568	\$ 180,998	19%
S30-31 St.Joseph & Lakeshore	\$ 389,670	\$ 390,602	0%	\$ 373,669	\$ 354,860	5%
S40-42 Coloma & Watervliet	\$ 353,355	\$ 257,388	37%	\$ 275,351	\$ 281,744	-2%
S50-51 Berr.Sprgs.,Eau Claire	\$ 322,000	\$ 335,138	-4%	\$ 296,222	\$ 275,533	8%
S60-66 Dowagiac & Marcellus	\$ 209,923	\$ 207,039	1%	\$ 257,214	\$ 234,207	10%
S70 Benton Harbor	\$ 175,433	\$ 195,517	-10%	\$ 179,614	\$ 202,379	-11%
S80-89 Edw. to Cassopolis	\$ 444,640	\$ 208,527	113%	\$ 377,663	\$ 257,923	46%
S90-99 South Haven,Bangor,Covert	\$ 527,028	\$ 419,526	26%	\$ 385,723	\$ 366,741	5%
S10-13 Hartford,Lawrence	\$ 533,333	\$ 306,164	74%	\$ 265,642	\$ 223,506	19%
I-Outside Primary Area	\$ 1,116,333	\$ 930,000	20%	\$ 616,453	\$ 681,975	-10%
Total	\$ 386,894	\$ 337,096	15%	\$ 341,454	\$ 321,711	6%
Area	Median Sales Price					
	October			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 535,000	\$ 399,000	34%	\$ 411,500	\$ 400,000	3%
S20-22 Buchanan to Niles	\$ 188,750	\$ 168,275	12%	\$ 165,325	\$ 150,000	10%
S30-31 St.Joseph & Lakeshore	\$ 320,000	\$ 285,000	12%	\$ 325,000	\$ 284,950	14%
S40-42 Coloma & Watervliet	\$ 217,500	\$ 199,000	9%	\$ 215,000	\$ 188,450	14%
S50-51 Berr.Sprgs.,Eau Claire	\$ 350,000	\$ 277,500	26%	\$ 245,000	\$ 230,000	7%
S60-66 Dowagiac & Marcellus	\$ 136,000	\$ 160,000	-15%	\$ 184,300	\$ 169,900	8%
S70 Benton Harbor	\$ 129,250	\$ 175,000	-26%	\$ 148,000	\$ 160,250	-8%
S80-89 Edw. to Cassopolis	\$ 254,450	\$ 152,500	67%	\$ 259,900	\$ 200,000	30%
S90-99 South Haven,Bangor,Covert	\$ 355,000	\$ 249,900	42%	\$ 284,400	\$ 270,000	5%
S10-13 Hartford,Lawrence	\$ 440,000	\$ 189,500	132%	\$ 202,500	\$ 185,000	9%
I-Outside Primary Area	\$ 1,099,000	\$ 930,000	18%	\$ 380,000	\$ 480,000	-21%
Total	\$ 260,000	\$ 235,000	11%	\$ 249,250	\$ 225,000	11%

Dollar Volume		October			YTD		
Area	2022	2021	% change	2022	2021	% change	
S1-3 Bridgman to New Buff.	\$ 20,959,405	\$ 29,140,051	-28%	\$ 214,044,478	\$ 250,855,860	-15%	
S20-22 Buchanan to Niles	\$ 13,127,750	\$ 11,283,544	16%	\$ 109,077,529	\$ 98,101,370	11%	
S30-31 St.Joseph & Lakeshore	\$ 20,652,547	\$ 26,170,387	-21%	\$ 189,076,600	\$ 239,885,777	-21%	
S40-42 Coloma & Watervliet	\$ 10,247,300	\$ 6,949,500	47%	\$ 57,823,876	\$ 57,475,887	1%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 1,610,000	\$ 8,043,334	-80%	\$ 37,027,771	\$ 44,360,963	-17%	
S60-66 Dowagiac & Marcellus	\$ 2,729,000	\$ 4,761,900	-43%	\$ 37,296,133	\$ 45,202,109	-17%	
S70 Benton Harbor	\$ 5,263,000	\$ 4,496,900	17%	\$ 44,364,672	\$ 50,594,801	-12%	
S80-89 Edw. to Cassopolis	\$ 8,892,800	\$ 3,753,500	137%	\$ 73,644,450	\$ 56,227,233	31%	
S90-99 South Haven,Bangor,Cov.	\$ 23,716,285	\$ 23,913,005	-1%	\$ 163,161,228	\$ 160,999,705	1%	
S10-13 Hartford,Lawrence	\$ 3,200,000	\$ 4,272,300	-25%	\$ 28,689,429	\$ 28,385,305	1%	
I-Outside Primary Area	\$ 3,349,000	\$ 930,000	260%	\$ 8,013,900	\$ 16,367,400	-51%	
Total	\$ 113,747,087	\$ 123,714,421	-8%	\$ 962,220,066	\$ 1,048,456,410	-8%	

	October	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 6,106,399	55	272	\$ 52,317,538	456	288	
Commerical-Industrial/Bus.Opp.	\$ 2,350,000	8	248	\$ 28,008,993	92	233	
Multiple Family	\$ 315,000	2	48	\$ 15,869,777	68	60	
Total Other Classes	\$ 8,771,399			\$ 96,196,308			
Residential Sales Closed for Mo.	\$ 113,747,087						
Other Classes Closed for Month	\$ 8,771,399						
Total Closed Sales for Month	\$ 122,518,486						
Residential Sales Closed YTD	\$ 962,220,066						
Total Closed Sales YTD	\$ 1,058,416,374						
New Listings							
	October	YTD					
RES	294	2792					
LAND	48	729					
MUL	2	61					
COMM	33	201					
TOTAL	377	3783					
Total Active Listings							
	as 10/31/2022	as 10/31/2021					
RES	873	818					
LAND	713	770					
MUL	17	23					
COMM	211	233					
TOTAL	1814	1844					

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