

October 2023

Residential Closed Sales by Area

Units Sold						
	October			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	37	32	16%	288	340	-15%
Buchanan to Niles	49	58	-16%	446	506	-12%
St.Joseph & Lakeshore	40	53	-25%	426	506	-16%
Coloma & Watervliet	17	29	-41%	170	210	-19%
Berr.Sprgs.,Eau Claire	7	5	40%	110	125	-12%
Dowagiac & Marcellus	21	13	62%	145	145	0%
Benton Harbor	16	30	-47%	196	247	-21%
Edw. to Cassopolis	24	20	20%	176	195	-10%
South Haven,Bangor,Covert	49	45	9%	332	423	-22%
Hartford,Lawrence	8	6	33%	83	108	-23%
Outside Primary Area	5	3	67%	21	13	62%
Total	273	294	-7%	2393	2818	-15%
Days on Market						
	October			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	58	38	53%	48	34	41%
Buchanan to Niles	37	24	54%	29	18	61%
St.Joseph & Lakeshore	27	22	23%	29	24	21%
Coloma & Watervliet	59	39	51%	44	27	63%
Berr.Sprgs.,Eau Claire	28	70	-60%	48	40	20%
Dowagiac & Marcellus	41	32	28%	43	33	30%
Benton Harbor	22	47	-53%	41	32	28%
Edw. to Cassopolis	32	32	0%	31	25	24%
South Haven,Bangor,Covert	51	47	9%	39	33	18%
Hartford,Lawrence	17	141	-88%	45	33	36%
Outside Primary Area	11	23	-52%	39	26	50%
Total	40	37	8%	37	28	32%

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Residential Closed Sales by Area

Area	Average Sales Price					
	October			YTD		
	2023	2022	% change	2023	2022	% change
Bridgman to New Buff.	\$ 878,576	\$ 654,981	34%	\$ 723,861	\$ 629,542	15%
Buchanan to Niles	\$ 216,530	\$ 226,340	-4%	\$ 241,281	\$ 215,568	12%
St.Joseph & Lakeshore	\$ 375,947	\$ 389,670	-4%	\$ 378,085	\$ 373,669	1%
Coloma & Watervliet	\$ 309,425	\$ 353,355	-12%	\$ 287,540	\$ 275,351	4%
Berr.Sprgs.,Eau Claire	\$ 329,114	\$ 322,000	2%	\$ 305,017	\$ 296,222	3%
Dowagiac & Marcellus	\$ 202,685	\$ 209,923	-3%	\$ 242,817	\$ 257,214	-6%
Benton Harbor	\$ 190,648	\$ 175,433	9%	\$ 213,517	\$ 179,614	19%
Edw. to Cassopolis	\$ 375,893	\$ 444,640	-15%	\$ 337,446	\$ 377,663	-11%
South Haven,Bangor,Covert	\$ 404,099	\$ 527,028	-23%	\$ 410,704	\$ 385,723	6%
Hartford,Lawrence	\$ 216,612	\$ 533,333	-59%	\$ 245,927	\$ 265,642	-7%
Outside Primary Area	\$ 673,875	\$ 1,116,333	-40%	\$ 533,294	\$ 616,453	-13%
Total	\$ 392,273	\$ 386,894	1%	\$ 361,102	\$ 341,454	6%
Area	Median Sales Price					
	October			YTD		
	2023	2022	% change	2023	2022	% change
Bridgman to New Buff.	\$ 687,384	\$ 535,000	28%	\$ 488,025	\$ 411,500	19%
Buchanan to Niles	\$ 206,000	\$ 188,750	9%	\$ 185,000	\$ 165,325	12%
St.Joseph & Lakeshore	\$ 330,000	\$ 320,000	3%	\$ 325,000	\$ 325,000	0%
Coloma & Watervliet	\$ 260,000	\$ 217,500	20%	\$ 228,750	\$ 215,000	6%
Berr.Sprgs.,Eau Claire	\$ 325,000	\$ 350,000	-7%	\$ 269,950	\$ 245,000	10%
Dowagiac & Marcellus	\$ 153,000	\$ 136,000	13%	\$ 164,000	\$ 184,300	-11%
Benton Harbor	\$ 197,750	\$ 129,250	53%	\$ 164,950	\$ 148,000	11%
Edw. to Cassopolis	\$ 277,500	\$ 254,450	9%	\$ 263,500	\$ 259,900	1%
South Haven,Bangor,Covert	\$ 289,900	\$ 355,000	-18%	\$ 320,000	\$ 284,400	13%
Hartford,Lawrence	\$ 174,500	\$ 440,000	-60%	\$ 195,000	\$ 202,500	-4%
Outside Primary Area	\$ 570,375	\$ 1,099,000	-48%	\$ 410,000	\$ 380,000	8%
Total	\$ 274,500	\$ 260,000	6%	\$ 260,000	\$ 249,250	4%

Dollar Volume		October			YTD		
Area	2023	2022	% change	2023	2022	% change	
Bridgman to New Buffalo	\$ 32,507,330	\$ 20,959,405	55%	\$ 208,472,001	\$ 214,044,478	-3%	
Buchanan to Niles	\$ 10,609,975	\$ 13,127,750	-19%	\$ 107,611,459	\$ 109,077,529	-1%	
St.Joseph & Lakeshore	\$ 15,037,905	\$ 20,652,547	-27%	\$ 161,064,227	\$ 189,076,600	-15%	
Coloma & Watervliet	\$ 5,260,225	\$ 10,247,300	-49%	\$ 48,881,962	\$ 57,823,876	-15%	
Berrien Springs & Eau Claire	\$ 2,303,800	\$ 1,610,000	43%	\$ 33,551,874	\$ 37,027,771	-9%	
Dowagiac & Marcellus	\$ 4,256,400	\$ 2,729,000	56%	\$ 35,208,517	\$ 37,296,133	-6%	
Benton Harbor	\$ 3,050,370	\$ 5,263,000	-42%	\$ 41,849,333	\$ 44,364,672	-6%	
Edwardsburg & Cassopolis	\$ 9,021,455	\$ 8,892,800	1%	\$ 59,390,533	\$ 73,644,450	-19%	
South Haven,Bangor,Covert	\$ 19,800,881	\$ 23,716,285	-17%	\$ 136,764,550	\$ 163,161,228	-16%	
Hartford & Lawrence	\$ 1,732,899	\$ 3,200,000	-46%	\$ 20,411,968	\$ 28,689,429	-29%	
Outside Primary Area	\$ 3,369,375	\$ 3,349,000	1%	\$ 11,199,175	\$ 8,013,900	40%	
Total	\$ 106,950,615	\$ 113,747,087	-6%	\$ 864,405,599	\$ 962,220,066	-10%	

	October	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 10,906,822	59	143	\$ 58,048,361	451	264	
Commerical-Industrial/Bus.Opp.	\$ 6,543,500	10	114	\$ 26,596,916	78	154	
Multiple Family	\$ 2,065,705	4	39	\$ 10,408,531	34	40	
Total Other Classes	\$ 19,516,027			\$ 95,053,808			
Residential Sales Closed for Mo.	\$ 106,950,615						
Other Classes Closed for Month	\$ 19,516,027						
Total Closed Sales for Month	\$ 126,466,642						
Residential Sales Closed YTD	\$ 864,405,599						
Total Closed Sales YTD	\$ 959,459,407						
New Listings							
	October	YTD					
RES	306	3301					
LAND	74	920					
MUL	4	78					
COMM	28	249					
TOTAL	412	4548					
Total Active Listings							
	as 10/31/23	as 10/31/22					
RES	802	873					
LAND	715	713					
MUL	25	17					
COMM	230	211					
TOTAL	1772	1814					

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