

September 2022

Residential Closed Sales by Area

Units Sold						
	September			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	44	45	-2%	308	376	-18%
S20-22 Buchanan to Niles	62	67	-7%	448	478	-6%
S30-31 St.Joseph & Lakeshore	61	74	-18%	453	609	-26%
S40-42 Coloma & Watervliet	30	24	25%	180	177	2%
S50-51 Berr.Sprgs.,Eau Claire	15	22	-32%	120	137	-12%
S60-66 Dowagiac & Marcellus	17	29	-41%	132	170	-22%
S70 Benton Harbor	28	36	-22%	218	227	-4%
S80-89 Edw. to Cassopolis	34	23	48%	175	200	-13%
S90-99 South Haven,Bangor,Covert	41	61	-33%	378	382	-1%
S10-13 Hartford,Lawrence	7	16	-56%	102	113	-10%
I-Outside Primary Area	0	1	-100%	10	23	-57%
Total	339	398	-15%	2524	2892	-13%
Days on Market						
	September			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	29	32	-9%	40	51	-22%
S20-22 Buchanan to Niles	28	22	27%	20	25	-20%
S30-31 St.Joseph & Lakeshore	18	24	-25%	26	41	-37%
S40-42 Coloma & Watervliet	29	24	21%	30	49	-39%
S50-51 Berr.Sprgs.,Eau Claire	39	23	70%	40	47	-15%
S60-66 Dowagiac & Marcellus	18	17	6%	34	39	-13%
S70 Benton Harbor	30	28	7%	32	34	-6%
S80-89 Edw. to Cassopolis	19	23	-17%	26	55	-53%
S90-99 South Haven,Bangor,Covert	34	29	17%	41	56	-27%
S10-13 Hartford,Lawrence	23	141	-84%	32	59	-46%
I-Outside Primary Area	0	5	-100%	26	84	-69%
Total	26	30	-13%	31	44	-30%

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Residential Closed Sales by Area

Average Sales Price						
	September			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 714,646	\$ 555,540	29%	\$ 626,899	\$ 589,669	6%
S20-22 Buchanan to Niles	\$ 215,931	\$ 169,744	27%	\$ 214,173	\$ 181,627	18%
S30-31 St.Joseph & Lakeshore	\$ 341,826	\$ 341,622	0%	\$ 371,797	\$ 350,928	6%
S40-42 Coloma & Watervliet	\$ 274,255	\$ 304,502	-10%	\$ 263,958	\$ 285,459	-8%
S50-51 Berr.Sprgs.,Eau Claire	\$ 284,554	\$ 302,645	-6%	\$ 295,148	\$ 265,092	11%
S60-66 Dowagiac & Marcellus	\$ 348,347	\$ 325,262	7%	\$ 261,872	\$ 237,883	10%
S70 Benton Harbor	\$ 146,968	\$ 215,280	-32%	\$ 179,659	\$ 203,074	-12%
S80-89 Edw. to Cassopolis	\$ 365,960	\$ 216,743	69%	\$ 370,009	\$ 262,368	41%
S90-99 South Haven,Bangor,Covert	\$ 324,223	\$ 437,293	-26%	\$ 368,891	\$ 358,865	3%
S10-13 Hartford,Lawrence	\$ 215,857	\$ 260,878	-17%	\$ 249,896	\$ 213,389	17%
I-Outside Primary Area	\$ -	\$ 385,000	-100%	\$ 466,490	\$ 671,191	-30%
Total	\$ 340,600	\$ 324,171	5%	\$ 336,160	\$ 319,758	5%
Median Sales Price						
	September			YTD		
	2022	2021	% change	2022	2021	% change
Area						
S1-3 Bridgman to New Buff.	\$ 495,000	\$ 405,000	22%	\$ 405,000	\$ 401,000	1%
S20-22 Buchanan to Niles	\$ 184,000	\$ 150,000	23%	\$ 165,000	\$ 150,000	10%
S30-31 St.Joseph & Lakeshore	\$ 323,000	\$ 291,250	11%	\$ 325,000	\$ 284,900	14%
S40-42 Coloma & Watervliet	\$ 214,499	\$ 165,000	30%	\$ 215,000	\$ 186,000	16%
S50-51 Berr.Sprgs.,Eau Claire	\$ 326,111	\$ 235,250	39%	\$ 233,450	\$ 220,000	6%
S60-66 Dowagiac & Marcellus	\$ 230,000	\$ 182,000	26%	\$ 184,950	\$ 169,950	9%
S70 Benton Harbor	\$ 140,492	\$ 162,500	-14%	\$ 152,000	\$ 152,500	0%
S80-89 Edw. to Cassopolis	\$ 292,000	\$ 210,000	39%	\$ 262,500	\$ 200,000	31%
S90-99 South Haven,Bangor,Covert	\$ 272,000	\$ 275,000	-1%	\$ 275,000	\$ 272,950	1%
S10-13 Hartford,Lawrence	\$ 190,000	\$ 197,000	-4%	\$ 197,450	\$ 180,000	10%
I-Outside Primary Area	\$ -	\$ 385,000	-100%	\$ 357,500	\$ 410,000	-13%
Total	\$ 252,000	\$ 230,000	10%	\$ 245,000	\$ 225,000	9%

Dollar Volume						
Area	September			YTD		
	2022	2021	% change	2022	2021	% change
S1-3 Bridgman to New Buff.	\$ 31,444,450	\$ 24,999,300	26%	\$ 193,085,073	\$ 221,715,809	-13%
S20-22 Buchanan to Niles	\$ 13,387,750	\$ 11,372,876	18%	\$ 95,949,779	\$ 86,817,826	11%
S30-31 St.Joseph & Lakeshore	\$ 20,851,400	\$ 25,280,065	-18%	\$ 168,424,053	\$ 213,715,390	-21%
S40-42 Coloma & Watervliet	\$ 8,227,675	\$ 7,308,062	13%	\$ 47,512,576	\$ 50,526,387	-6%
S50-51 Berr.Sprgs.,Eau Claire	\$ 4,268,311	\$ 6,658,200	-36%	\$ 35,417,771	\$ 36,317,628	-2%
S60-66 Dowagiac & Marcellus	\$ 5,921,900	\$ 9,432,599	-37%	\$ 34,567,133	\$ 40,440,209	-15%
S70 Benton Harbor	\$ 4,115,106	\$ 7,750,088	-47%	\$ 39,165,672	\$ 46,097,901	-15%
S80-89 Edw. to Cassopolis	\$ 12,442,650	\$ 4,985,100	150%	\$ 64,751,650	\$ 52,473,733	23%
S90-99 South Haven,Bangor,Cov.	\$ 13,293,170	\$ 26,674,923	-50%	\$ 139,440,943	\$ 137,086,700	2%
S10-13 Hartford,Lawrence	\$ 1,511,000	\$ 4,174,050	-64%	\$ 25,489,429	\$ 24,113,005	6%
I-Outside Primary Area	\$ -	\$ 385,000	-100%	\$ 4,664,900	\$ 15,437,400	-70%
Total	\$ 115,463,412	\$ 129,020,263	-11%	\$ 848,468,979	\$ 924,741,988	-8%

	September	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 2,848,248	37	172	\$ 46,211,139	401	307
Commerical-Industrial/Bus.Opp.	\$ 3,341,500	8	276	\$ 25,658,993	84	287
Multiple Family	\$ 1,665,000	5	18	\$ 15,554,777	66	68
Total Other Classes	\$ 7,854,748			\$ 87,424,909		
Residential Sales Closed for Mo	\$ 115,463,412					
Other Classes Closed for Month	\$ 7,854,748					
Total Closed Sales for Month	\$ 123,318,160					
Residential Sales Closed YTD	\$ 848,468,979					
Total Closed Sales YTD	\$ 935,893,888					
New Listings						
	September	YTD				
RES	427	2498				
LAND	84	681				
MUL	4	59				
COMM	16	168				
TOTAL	531	3406				
Total Active Listings						
	as 9/30/2022	as 9/30/2021				
RES	895	922				
LAND	722	827				
MUL	21	35				
COMM	202	223				
TOTAL	1840	2007				

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