

September 2023
Residential Closed Sales by Area

Units Sold						
	September			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	38	44	-14%	249	308	-19%
Buchanan to Niles	35	62	-44%	397	448	-11%
St.Joseph & Lakeshore	44	61	-28%	386	453	-15%
Coloma & Watervliet	20	30	-33%	153	180	-15%
Berr.Sprgs.,Eau Claire	17	15	13%	103	120	-14%
Dowagiac & Marcellus	11	17	-35%	124	132	-6%
Benton Harbor	19	28	-32%	180	218	-17%
Edw. to Cassopolis	20	34	-41%	152	175	-13%
South Haven,Bangor,Covert	39	41	-5%	284	378	-25%
Hartford,Lawrence	12	7	71%	75	102	-26%
Outside Primary Area	4	0	-	16	10	60%
Total	259	339	-24%	2119	2524	-16%
Days on Market						
	September			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	42	29	45%	46	40	15%
Buchanan to Niles	26	28	-7%	28	20	40%
St.Joseph & Lakeshore	33	18	83%	29	26	12%
Coloma & Watervliet	24	29	-17%	42	30	40%
Berr.Sprgs.,Eau Claire	31	39	-21%	49	40	23%
Dowagiac & Marcellus	50	18	178%	43	34	26%
Benton Harbor	46	30	53%	43	32	34%
Edw. to Cassopolis	22	19	16%	31	26	19%
South Haven,Bangor,Covert	32	34	-6%	37	41	-10%
Hartford,Lawrence	45	23	96%	48	32	50%
Outside Primary Area	13	0	-	48	26	85%
Total	33	26	27%	37	31	19%

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Average Sales Price						
	September			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	\$ 587,786	\$ 714,646	-18%	\$ 703,713	\$ 626,899	12%
Buchanan to Niles	\$ 238,232	\$ 215,931	10%	\$ 244,336	\$ 214,173	14%
St.Joseph & Lakeshore	\$ 386,201	\$ 341,826	13%	\$ 378,306	\$ 371,797	2%
Coloma & Watervliet	\$ 253,079	\$ 274,255	-8%	\$ 285,109	\$ 263,958	8%
Berr.Sprgs.,Eau Claire	\$ 294,629	\$ 284,554	4%	\$ 303,379	\$ 295,148	3%
Dowagiac & Marcellus	\$ 192,400	\$ 348,347	-45%	\$ 249,613	\$ 261,872	-5%
Benton Harbor	\$ 171,228	\$ 146,968	17%	\$ 215,549	\$ 179,659	20%
Edw. to Cassopolis	\$ 433,995	\$ 365,960	19%	\$ 331,375	\$ 370,009	-10%
South Haven,Bangor,Covert	\$ 486,370	\$ 324,223	50%	\$ 411,865	\$ 368,891	12%
Hartford,Lawrence	\$ 201,212	\$ 215,857	-7%	\$ 249,054	\$ 249,896	0%
Outside Primary Area	\$ 321,225	\$ -	-	\$ 489,362	\$ 466,490	5%
Total	\$ 365,279	\$ 340,600	7%	\$ 357,233	\$ 336,160	6%
Median Sales Price						
	September			YTD		
	2023	2022	% change	2023	2022	% change
Area						
Bridgman to New Buff.	\$ 464,500	\$ 495,000	-6%	\$ 475,000	\$ 405,000	17%
Buchanan to Niles	\$ 195,000	\$ 184,000	6%	\$ 185,000	\$ 165,000	12%
St.Joseph & Lakeshore	\$ 345,000	\$ 323,000	7%	\$ 325,000	\$ 325,000	0%
Coloma & Watervliet	\$ 237,250	\$ 214,499	11%	\$ 225,000	\$ 215,000	5%
Berr.Sprgs.,Eau Claire	\$ 305,000	\$ 326,111	-6%	\$ 269,900	\$ 233,450	16%
Dowagiac & Marcellus	\$ 167,500	\$ 230,000	-27%	\$ 174,950	\$ 184,950	-5%
Benton Harbor	\$ 127,000	\$ 140,492	-10%	\$ 162,500	\$ 152,000	7%
Edw. to Cassopolis	\$ 298,500	\$ 292,000	2%	\$ 261,000	\$ 262,500	-1%
South Haven,Bangor,Covert	\$ 320,000	\$ 272,000	18%	\$ 325,000	\$ 275,000	18%
Hartford,Lawrence	\$ 190,500	\$ 190,000	0%	\$ 200,000	\$ 197,450	1%
Outside Primary Area	\$ 197,500	\$ -	-	\$ 375,450	\$ 357,500	5%
Total	\$ 282,950	\$ 252,000	12%	\$ 259,450	\$ 245,000	6%

Dollar Volume						
Area	September			YTD		
	2023	2022	% change	2023	2022	% change
Bridgman to New Buffalo	\$ 22,335,900	\$ 31,444,450	-29%	\$ 175,224,671	\$ 193,085,073	-9%
Buchanan to Niles	\$ 8,338,150	\$ 13,387,750	-38%	\$ 97,001,484	\$ 95,949,779	1%
St.Joseph & Lakeshore	\$ 16,992,850	\$ 20,851,400	-19%	\$ 146,026,322	\$ 168,424,053	-13%
Coloma & Watervliet	\$ 5,061,581	\$ 8,227,675	-38%	\$ 43,621,737	\$ 47,512,576	-8%
Berrien Springs & Eau Claire	\$ 5,008,700	\$ 4,268,311	17%	\$ 31,248,074	\$ 35,417,771	-12%
Dowagiac & Marcellus	\$ 2,116,400	\$ 5,921,900	-64%	\$ 30,952,117	\$ 34,567,133	-10%
Benton Harbor	\$ 3,253,350	\$ 4,115,106	-21%	\$ 38,798,963	\$ 39,165,672	-1%
Edwardsburg & Cassopolis	\$ 8,679,900	\$ 12,442,650	-30%	\$ 50,369,078	\$ 64,751,650	-22%
South Haven,Bangor,Covert	\$ 18,968,450	\$ 13,293,170	43%	\$ 116,969,669	\$ 139,440,943	-16%
Hartford & Lawrence	\$ 2,414,549	\$ 1,511,000	60%	\$ 18,679,069	\$ 25,489,429	-27%
Outside Primary Area	\$ 1,284,900	\$ -	-	\$ 7,829,800	\$ 4,664,900	68%
Total	\$ 94,454,730	\$ 115,463,412	-18%	\$ 756,720,984	\$ 848,468,979	-11%

	September	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 7,259,550	44	95	\$ 47,141,539	392	282
Commerical-Industrial/Bus.Opp.	\$ 1,115,000	5	94	\$ 20,053,416	68	159
Multiple Family	\$ 1,275,800	4	98	\$ 8,342,826	30	40
Total Other Classes	\$ 9,650,350			\$ 75,537,781		
Residential Sales Closed for Mo	\$ 94,454,730					
Other Classes Closed for Month	\$ 9,650,350					
Total Closed Sales for Month	\$ 104,105,080					
Residential Sales Closed YTD	\$ 756,720,984					
Total Closed Sales YTD	\$ 832,258,765					
New Listings						
	September	YTD				
RES	352	2995				
LAND	86	846				
MUL	12	74				
COMM	20	221				
TOTAL	470	4136				
Total Active Listings						
	as of 9/30/23	as of 9/30/22				
RES	830	895				
LAND	733	722				
MUL	27	21				
COMM	222	202				
TOTAL	1812	1840				

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