



# August 2013

## Residential Closed Sales by Area

Area	Average Sales Price					
	August			YTD		
	2013	2012	% change	2013	2012	% change
S1-3 Bridgman to New Buff.	\$ 345,776	\$ 328,267	5%	\$ 362,767	\$ 334,868	8%
S20-23 Galien to Niles	\$ 113,792	\$ 64,166	77%	\$ 96,488	\$ 85,712	13%
S30-31 St.Joseph & Lakeshore	\$ 229,184	\$ 218,935	5%	\$ 214,516	\$ 210,208	2%
S40-42 Coloma & Watervliet	\$ 173,490	\$ 165,890	5%	\$ 156,351	\$ 120,499	30%
S50-51 Berr.Sprgs.,Eau Claire	\$ 132,793	\$ 86,878	53%	\$ 160,331	\$ 132,819	21%
S60-66 Dowagiac & Marcellus	\$ 148,403	\$ 166,908	-11%	\$ 119,271	\$ 109,418	9%
S70 Benton Harbor	\$ 79,475	\$ 97,494	-18%	\$ 87,879	\$ 107,834	-19%
S80-89 Edw. to Cassopolis	\$ 171,210	\$ 153,467	12%	\$ 174,177	\$ 123,606	41%
S90-99 South Haven,Bangor,Covert	\$ 127,318	\$ 196,466	-35%	\$ 166,026	\$ 157,051	6%
I-Outside Primary Area	\$ 386,000	\$ 327,472	18%	\$ 402,031	\$ 377,933	6%
S10-13 Hartford,Lawrence	\$ 163,889	\$ 93,392	75%	\$ 128,268	\$ 86,022	49%
<b>Total</b>	<b>\$ 172,971</b>	<b>\$ 175,939</b>	<b>-2%</b>	<b>\$ 178,223</b>	<b>\$ 162,766</b>	<b>9%</b>
Median Sales Price						
Area	Median Sales Price					
	August			YTD		
	2013	2012	% change	2013	2012	% change
S1-3 Bridgman to New Buff.	\$ 175,000	\$ 160,000	9%	\$ 221,000	\$ 200,000	11%
S20-23 Galien to Niles	\$ 81,000	\$ 52,000	56%	\$ 70,600	\$ 55,150	28%
S30-31 St.Joseph & Lakeshore	\$ 175,000	\$ 166,155	5%	\$ 182,000	\$ 162,500	12%
S40-42 Coloma & Watervliet	\$ 147,750	\$ 120,475	23%	\$ 89,900	\$ 73,000	23%
S50-51 Berr.Sprgs.,Eau Claire	\$ 149,500	\$ 97,160	54%	\$ 144,900	\$ 113,900	27%
S60-66 Dowagiac & Marcellus	\$ 66,000	\$ 139,000	-53%	\$ 70,000	\$ 75,000	-7%
S70 Benton Harbor	\$ 68,400	\$ 53,000	29%	\$ 56,250	\$ 46,530	21%
S80-89 Edw. to Cassopolis	\$ 150,200	\$ 105,000	43%	\$ 131,000	\$ 81,200	61%
S90-99 South Haven,Bangor,Covert	\$ 95,100	\$ 174,000	-45%	\$ 88,000	\$ 81,000	9%
I-Outside Primary Area	\$ 386,000	\$ 341,000	13%	\$ 339,000	\$ 342,600	-1%
S10-13 Hartford,Lawrence	\$ 129,000	\$ 69,250	86%	\$ 75,000	\$ 61,250	22%
<b>Total</b>	<b>\$ 124,000</b>	<b>\$ 116,150</b>	<b>7%</b>	<b>\$ 120,950</b>	<b>\$ 104,150</b>	<b>16%</b>

	Dollar Volume					
	August			YTD		
Area	2013	2012	% change	2013	2012	% change
S1-3 Bridgman to New Buff.	\$ 11,410,600	\$ 12,802,400	-11%	\$ 81,259,697	\$ 74,675,475	9%
S20-23 Galien to Niles	\$ 7,624,062	\$ 2,630,815	190%	\$ 35,025,325	\$ 29,570,683	18%
S30-31 St. Joseph & Lakeshore	\$ 14,209,410	\$ 8,100,605	75%	\$ 96,103,260	\$ 73,572,784	31%
S40-42 Coloma & Watervliet	\$ 1,734,900	\$ 3,981,363	-56%	\$ 18,449,388	\$ 13,736,877	34%
S50-51 Berr. Sprgs., Eau Claire	\$ 1,327,929	\$ 955,663	39%	\$ 12,185,180	\$ 11,953,735	2%
S60-66 Dowagiac & Marcellus	\$ 2,968,057	\$ 1,335,261	122%	\$ 10,972,928	\$ 11,817,187	-7%
S70 Benton Harbor	\$ 2,304,764	\$ 2,242,356	3%	\$ 16,257,526	\$ 18,223,963	-11%
S80-89 Edw. to Cassopolis	\$ 6,677,173	\$ 2,302,005	190%	\$ 30,655,186	\$ 19,406,106	58%
S90-99 South Haven, Bangor, Cov.	\$ 5,220,030	\$ 6,876,319	-24%	\$ 41,340,359	\$ 34,394,230	20%
I-Outside Primary Area	\$ 772,000	\$ 1,637,362	330%	\$ 9,246,715	\$ 10,960,062	-16%
S10-13 Hartford, Lawrence	\$ 1,966,662	\$ 1,120,706	75%	\$ 8,337,408	\$ 5,247,325	59%
<b>Total</b>	<b>\$ 56,215,587</b>	<b>\$ 43,984,855</b>	<b>28%</b>	<b>\$ 359,832,972</b>	<b>\$ 303,558,427</b>	<b>19%</b>
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<b>Other Classes Closed Sales</b>						
	<b>August</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>
Vacant Land	\$ 3,643,155	40	336	\$ 22,498,988	195	348
Commerical-Industrial/Bus.Opp.	\$ 1,886,000	6	496	\$ 9,293,896	49	320
Multiple Family	\$ 561,350	7	257	\$ 3,040,654	20	173
<b>Total Other Classes</b>	<b>\$ 6,090,505</b>			<b>\$ 34,833,538</b>		
<b>Residential Sales Closed for Month</b>	<b>\$ 56,215,587</b>					
<b>Other Classes Closed for Month</b>	<b>\$ 6,090,505</b>					
<b>Total Closed Sales for Month</b>	<b>\$ 62,306,092</b>					
<b>Residential Sales Closed YTD</b>	<b>\$ 359,832,972</b>					
<b>Total Closed Sales YTD</b>	<b>\$ 394,666,510</b>					
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<b>New Listings</b>						
	<b>August</b>	<b>YTD</b>				
RES	484	4090				
LAND	123	1129				
MUL	13	86				
COMM	26	259				
<b>TOTAL</b>	<b>646</b>	<b>5564</b>				
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<b>Total Active Listings</b>						
	<b>as of 8/31/13</b>	<b>as of 8/31/12</b>				
RES	3021	3052				
LAND	1863	1772				
MUL	97	98				
COMM	373	360				
<b>TOTAL</b>	<b>5354</b>	<b>5282</b>				

