

December 2014

Residential Closed Sales by Area

Units Sold						
December			YTD			
	2014	2013	% change	2014	2013	% change
Area						
S1-3 Bridgman to New Buff.	30	31	-3%	363	344	6%
S20-23 Galien to Niles	36	37	-3%	529	550	-4%
S30-31 St.Joseph & Lakeshore	44	40	10%	616	628	-2%
S40-42 Coloma & Watervliet	24	15	60%	201	197	2%
S50-51 Berr.Sprgs.,Eau Claire	10	12	-17%	118	111	6%
S60-66 Dowagiac & Marcellus	14	13	8%	157	151	4%
S70 Benton Harbor	20	24	-17%	271	285	-5%
S80-89 Edw. to Cassopolis	17	19	-11%	230	275	-16%
S90-99 South Haven,Bangor,Covert	23	30	-23%	373	373	0%
I-Outside Primary Area	3	2	50%	34	38	-11%
S10-13 Hartford,Lawrence	8	8	0%	112	117	-4%
Total	229	231	-1%	3004	3069	-2%
Days on Market						
December			YTD			
	2014	2013	% change	2014	2013	% change
Area						
S1-3 Bridgman to New Buff.	106	216	-51%	209	179	17%
S20-23 Galien to Niles	138	208	-34%	154	111	39%
S30-31 St.Joseph & Lakeshore	106	115	-8%	109	134	-19%
S40-42 Coloma & Watervliet	139	106	31%	159	144	10%
S50-51 Berr.Sprgs.,Eau Claire	66	86	-23%	169	142	19%
S60-66 Dowagiac & Marcellus	293	194	51%	216	185	17%
S70 Benton Harbor	111	96	16%	119	108	10%
S80-89 Edw. to Cassopolis	168	148	14%	193	141	37%
S90-99 South Haven,Bangor,Covert	158	122	30%	184	142	30%
I-Outside Primary Area	206	331	-38%	136	147	-7%
S10-13 Hartford,Lawrence	140	53	164%	155	150	3%
Total	137	147	-7%	159	138	15%

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Average Sales Price						
December			YTD			
Area	2014	2013	% change	2014	2013	% change
S1-3 Bridgman to New Buff.	\$ 282,405	\$ 449,447	-37%	\$ 349,507	\$ 379,949	-8%
S20-23 Galien to Niles	\$ 95,190	\$ 85,250	12%	\$ 107,897	\$ 97,964	10%
S30-31 St.Joseph & Lakeshore	\$ 230,789	\$ 214,667	8%	\$ 214,228	\$ 215,911	-1%
S40-42 Coloma & Watervliet	\$ 132,604	\$ 379,414	-65%	\$ 136,501	\$ 163,110	-16%
S50-51 Berr.Sprgs.,Eau Claire	\$ 166,780	\$ 134,100	24%	\$ 149,559	\$ 158,512	-6%
S60-66 Dowagiac & Marcellus	\$ 139,943	\$ 100,369	39%	\$ 129,357	\$ 115,163	12%
S70 Benton Harbor	\$ 128,340	\$ 89,314	44%	\$ 99,887	\$ 86,333	16%
S80-89 Edw. to Cassopolis	\$ 140,971	\$ 124,462	13%	\$ 183,317	\$ 172,839	6%
S90-99 South Haven,Bangor,Covert	\$ 212,211	\$ 162,042	31%	\$ 220,501	\$ 169,468	30%
I-Outside Primary Area	\$ 221,333	\$ 276,000	-20%	\$ 436,063	\$ 504,973	-14%
S10-13 Hartford,Lawrence	\$ 93,156	\$ 105,400	-12%	\$ 119,598	\$ 123,836	-3%
Total	\$ 175,182	\$ 162,926	8%	\$ 186,753	\$ 181,270	3%
Median Sales Price						
December			YTD			
Area	2014	2013	% change	2014	2013	% change
S1-3 Bridgman to New Buff.	\$ 149,000	\$ 309,378	-52%	\$ 239,450	\$ 220,000	9%
S20-23 Galien to Niles	\$ 79,000	\$ 50,000	58%	\$ 77,300	\$ 70,000	10%
S30-31 St.Joseph & Lakeshore	\$ 233,600	\$ 182,450	28%	\$ 178,750	\$ 175,000	2%
S40-42 Coloma & Watervliet	\$ 115,950	\$ 120,000	-3%	\$ 94,250	\$ 98,900	-5%
S50-51 Berr.Sprgs.,Eau Claire	\$ 101,950	\$ 132,000	-23%	\$ 125,000	\$ 143,000	-13%
S60-66 Dowagiac & Marcellus	\$ 81,750	\$ 72,655	13%	\$ 89,992	\$ 76,500	18%
S70 Benton Harbor	\$ 80,950	\$ 62,500	30%	\$ 60,000	\$ 58,750	2%
S80-89 Edw. to Cassopolis	\$ 120,000	\$ 119,900	0%	\$ 140,000	\$ 130,000	8%
S90-99 South Haven,Bangor,Covert	\$ 127,500	\$ 125,000	2%	\$ 138,900	\$ 101,000	38%
I-Outside Primary Area	\$ 240,000	\$ 153,500	56%	\$ 285,000	\$ 375,750	-24%
S10-13 Hartford,Lawrence	\$ 49,950	\$ 102,000	-51%	\$ 79,000	\$ 88,250	-10%
Total	\$ 116,000	\$ 111,500	4%	\$ 129,000	\$ 120,000	8%

	December			YTD		
	2014	2013	% change	2014	2013	% change
Area						
S1-3 Bridgman to New Buff.	\$ 8,472,150	\$ 6,292,255	35%	\$ 126,870,987	\$ 130,702,465	-3%
S20-23 Galien to Niles	\$ 3,426,829	\$ 3,580,518	-4%	\$ 57,077,444	\$ 53,880,081	6%
S30-31 St.Joseph & Lakeshore	\$ 10,154,720	\$ 6,440,000	58%	\$ 131,964,606	\$ 135,592,312	-3%
S40-42 Coloma & Watervliet	\$ 3,182,500	\$ 2,655,900	20%	\$ 27,436,752	\$ 32,132,572	-15%
S50-51 Berr.Sprgs.,Eau Claire	\$ 1,667,800	\$ 1,206,900	38%	\$ 17,648,009	\$ 17,594,801	0%
S60-66 Dowagiac & Marcellus	\$ 1,959,200	\$ 1,605,910	22%	\$ 20,309,102	\$ 17,389,604	17%
S70 Benton Harbor	\$ 2,566,796	\$ 1,875,600	37%	\$ 27,069,338	\$ 24,604,866	10%
S80-89 Edw. to Cassopolis	\$ 2,396,500	\$ 2,613,700	-8%	\$ 42,162,836	\$ 47,530,716	-11%
S90-99 South Haven,Bangor,Cov.	\$ 4,880,852	\$ 4,051,056	20%	\$ 82,247,028	\$ 63,211,526	30%
I-Outside Primary Area	\$ 664,000	\$ 1,104,000	-40%	\$ 14,826,154	\$ 19,188,965	-23%
S10-13 Hartford,Lawrence	\$ 745,249	\$ 1,159,400	-36%	\$ 13,394,945	\$ 14,488,839	-8%
Total	\$ 40,116,596	\$ 32,585,239	23%	\$ 561,007,201	\$ 556,316,747	1%

Other Classes Closed Sales						
	December	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 2,162,220	26	214	\$ 43,313,634	335	432
Commerical-Industrial/Bus.Opp.	\$ 2,404,000	10	172	\$ 17,006,060	92	272
Multiple Family	\$ 712,000	8	235	\$ 17,272,556	115	211
Total Other Classes	\$ 5,278,220			\$ 77,592,250		
Residential Sales Closed for Month	\$ 40,116,596					
Other Classes Closed for Month	\$ 5,278,220					
Total Closed Sales for Month	\$ 45,394,816					
Residential Sales Closed YTD	\$ 561,007,201					
Total Closed Sales YTD	\$ 638,599,451					
New Listings						
	December	YTD				
RES	207	5127				
LAND	54	1234				
MUL	6	144				
COMM	26	333				
TOTAL	293	6838				
Total Active Listings						
	as of 12/31/14	as of 12/31/2013				
RES	2008	2140				
LAND	1454	1585				
MUL	70	74				
COMM	267	296				
TOTAL	3799	4095				

Total Active Residential Listings by Area												
2014												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
S1-3 Bridgman to New Buff.	317	326	349	382	414	429	451	449	432	409	372	305
S20-23 Galien to Niles	297	291	296	320	358	388	402	415	383	374	337	298
S30-31 St. Joseph & Lakeshore	248	246	278	315	373	373	391	383	358	325	306	263
S40-42 Coloma & Watervliet	153	153	169	189	220	235	252	257	239	230	198	168
S50-51 Berr. Sprgs., Eau Claire	121	105	102	115	134	142	141	135	128	117	111	88
S60-66 Dowagiac & Marcellus	172	175	186	197	216	225	236	237	224	203	187	169
S70 Benton Harbor	156	151	149	160	168	189	187	194	204	194	173	135
S80-89 Edw. to Cassopolis	171	171	201	230	260	270	272	269	230	207	198	169
S90-99 South Haven, Bangor, Cov.	331	311	328	384	412	435	453	445	414	375	332	277
S10-13 Hartford, Lawrence	119	117	117	132	135	139	137	140	137	128	114	95
I-Outside Primary Area	32	35	44	48	65	66	67	64	64	60	48	41
Total	2117	2081	2219	2472	2755	2891	2989	2988	2813	2622	2376	2008
2014 Residential Sold Sales Condition												
2014												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	59	36%	44	29%	47	24%	52	23%	30	11%	36	11%
Short Sale	1	1%	1	1%	2	1%	6	3%	2	1%	3	1%
Sold at Auction	1	1%	2	1%	2	1%	1	1%	1	1%	0	0%
Other	12	7%	8	5%	9	5%	12	5%	12	4%	18	6%
Not Applicable	<u>91</u>	55%	<u>97</u>	64%	<u>135</u>	69%	<u>153</u>	68%	<u>223</u>	83%	<u>255</u>	82%
	164		152		195		224		268		312	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned	34	12%	41	12%	34	12%	39	12%	37	17%	40	17%
Short Sale	1	0%	3	1%	3	1%	2	1%	4	2%	0	0%
Sold at Auction	2	1%	1	0%	3	1%	3	1%	2	1%	1	1%
Other	11	4%	12	4%	7	2%	11	3%	10	4%	19	8%
Not Applicable	<u>243</u>	83%	<u>273</u>	83%	<u>246</u>	84%	<u>267</u>	83%	<u>171</u>	76%	<u>169</u>	74%
	291		330		293		322		224		229	

Residential Home Sales by Year ... 1980 - 2014

